

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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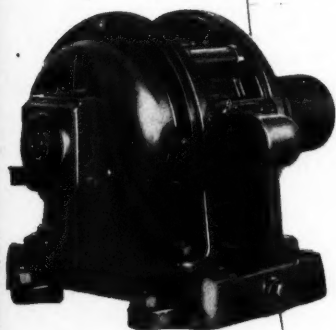
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MAR 23 1926

U.S. Department of Agriculture

## Over Twenty Years with Beech-Nut



The new G-E "900 Series"  
Polyphase Motor—Type KT.  
3-phase; Type KQ, 2-phase.



BEECH-NUT PACKING COMPANY

CANAJOHARIE, N.Y.

IN YOUR REPLY REFER TO WCA/E 12/17/26.

General Electric Company,  
Utica, N. Y.

Attention of Mr. Stewart Dockstader:

Dear Sir:

We are very much pleased with the new G-E motors. Their excellence of design, workmanship and quality of material augurs the same enduring and efficient service as their predecessors in this plant. And that is saying considerable, for G-E motors have been with us over 20 years.

The great demand for our products creates an essential need for the dependable operation of the machinery in our plant. General Electric motors have certainly done their part to give unfailing service day after day for over two decades. We highly recommend them.

Very truly yours,  
BEECH-NUT PACKING CO.  
*W. C. Arkell*  
W. C. Arkell,  
Vice-President.

Apply the proper G-E Motor and the correct G-E Controller to a specific task, following the recommendations of G-E specialists in electric drive, and you have G-E Motorized Power. "Built-in" or connected to all types of industrial machines, G-E Motorized Power provides lasting assurance that you have purchased the best.



**MOTORIZED POWER**  
*-fitted to every need*

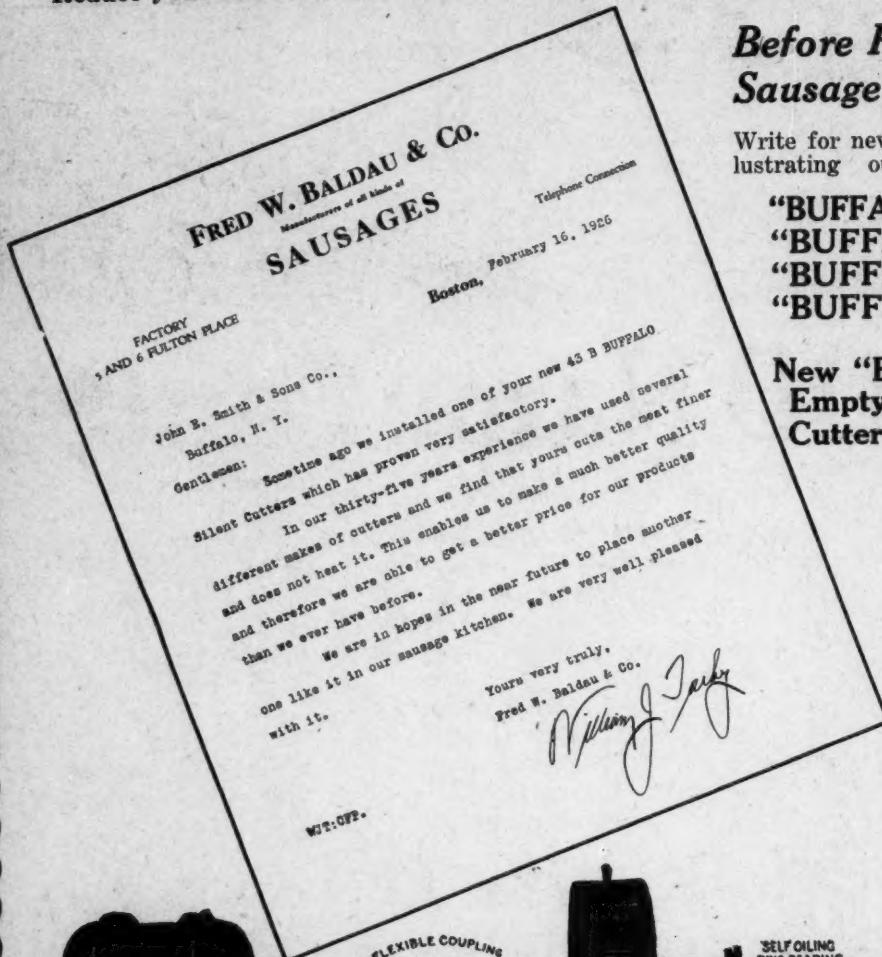
# GENERAL ELECTRIC

GENERAL ELECTRIC COMPANY, SCHENECTADY, N. Y., SALES OFFICES IN ALL PRINCIPAL CITIES

# The "BUFFALO" Silent Cutter Produces QUALITY SAUSAGE

After 35 years of experience in which they have used several different makes of sausage machinery, Fred W. Baldau & Co. came back to the "BUFFALO" to improve the quality of their sausage. They claim the "BUFFALO" Silent Cutter cuts the meat into a uniform, finely chopped sausage dough free from lumps and sinews without heating it, which enables them to produce a BETTER QUALITY Sausage for which they obtain a better price than ever before.

**Read their letter—profit by their experience.  
Reduce your costs and increase your profits with "BUFFALO" equipment.**



## Before Purchasing Sausage Machinery

Write for new catalog (just out) illustrating our complete line of

**"BUFFALO" Silent Cutters  
"BUFFALO" Grinders  
"BUFFALO" Mixers  
"BUFFALO" Stuffers  
and  
New "BUFFALO" Self-Emptying Silent Cutter**

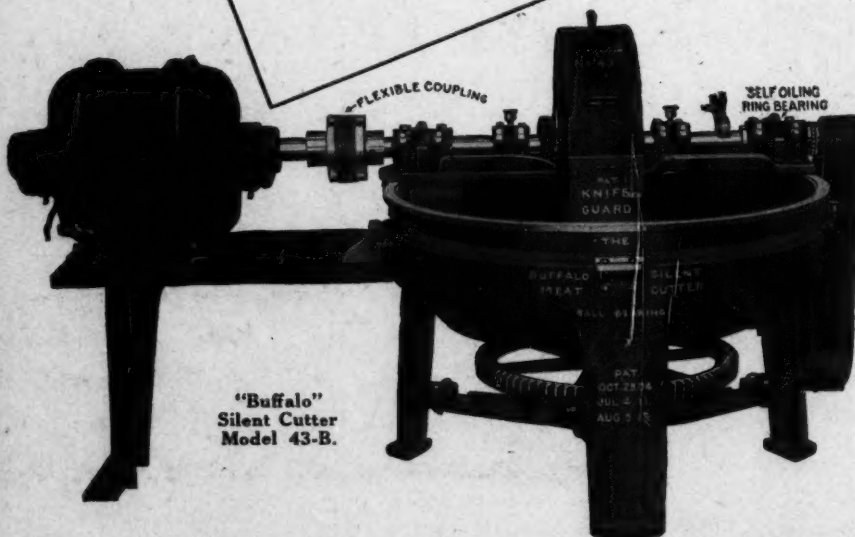
The "BUFFALO" Silent Cutter embodies the only correct cutting principle. Meat cut in a "BUFFALO" is free from lumps and sinews. The meat is not heated, and sausage made from meat cut in the "BUFFALO" produces a tender, deliciously flavored sausage. This quality sausage will bring a good price.

Write for prices and full information.

**John E.  
Smith's Sons  
Co.**

**Patentees and  
Manufacturers**

**BUFFALO, N. Y.  
U. S. A.**



**"Buffalo"  
Silent Cutter  
Model 43-B.**

**Produce BETTER SAUSAGE with "BUFFALO" Equipment**



Watch Succeeding Issues of This Publication for Results of the Brookshire

# \$1000 Name Contest

Will Also Be Announced by Radio from WMAK, Buffalo  
April 1, 7:30 P. M.—Wave Length, 266 Meters

**M**ORE than TWENTY THOUSAND NAMES have been suggested to take the place of Brookshire—indicating the most tremendous interest that has ever been aroused by a food product contest, confined exclusively to the trade. Watch for the new name and the name of the \$1,000 prize winner.

As a result of the contest thousands of new dealers have become interested in this excellent line of loaf cheese products—and they have found it to be the finest loaf cheese they have ever tasted or sold. *It's a real profit line.*

Why not send in your initial order today, or write us for the name of the nearest distributor who can supply you. Brookshire is made in five delightful varieties—American, Pimento, Swiss, Brie-Denzer, Brick—foil-wrapped in five-pound and half-pound loaves. Prompt shipment in any quantity.

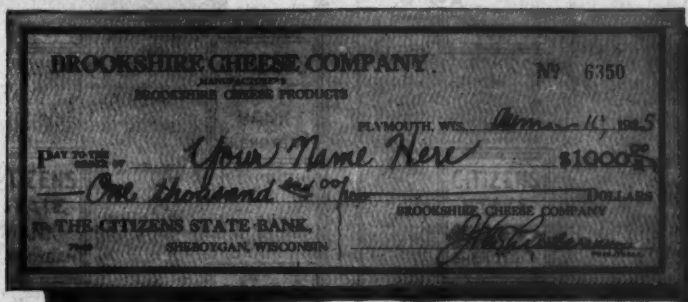
## The Brookshire Cheese Co.

### Plymouth ~ ~ ~ Wisconsin

• 6 Harrison St., New York City •

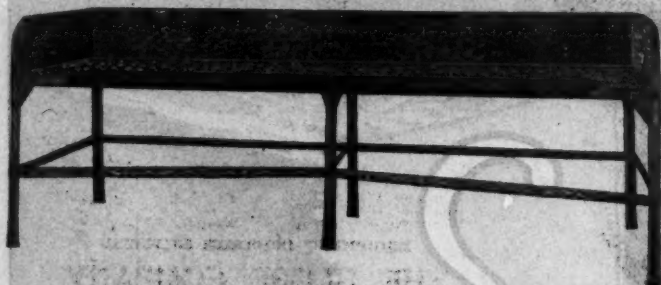
Who Will WIN the  
\$1000 Check?

A near future issue of this  
publication will tell you!





## Trimming Table No. 19



These are also made in any other style or size to suit

THIS trimming table is made of No. 12 gauge steel with angle iron legs all heavily galvanized. The 2"x12" clear maple cutting board is removable so as to clean easily. The back and ends are 12" high.

Length, overall ..... 10'  
Width, overall ..... 36"  
Height, overall ..... 44"  
Height of board ..... 32"  
Weight, crated ..... 490 lbs.

**B. F. Nell & Company**  
620 West Pershing Road  
Chicago, Ill.



**Mono Service Co.**  
NEWARK NEW JERSEY

ARE package experts. They produce merchandising packages for the leading meat packers and retailers. Packages that make two sales where only one was made before. If you have a package merchandising problem let them assist you in solving it. Send for samples of the

**KLEEN KUP**

The Package That  
Sells Its Contents

**PACKERS  
GET**

*"More load per hog"*

By Using Bannon Separators  
in the Rendering Plant

**The BANNON COMPANY**  
32 Illinois St. BUFFALO, N. Y.

## Open the Slide—Meat Discharges

that is the simple method of  
the self-discharging new

## Perfection Silent Cutter



## The Perfection Silent Cutter

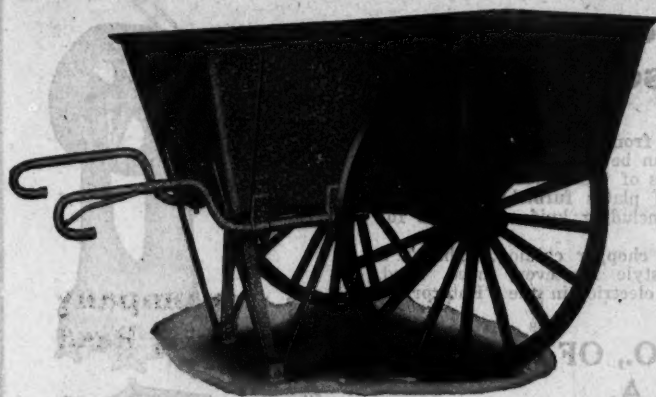
There are no cumbersome gears, shafts, levers, or other mechanical devices to manipulate. Just open the gate and meat discharges into the truck underneath.

Why not investigate this new Silent Cutter now?

**R. T. Randall & Co.**

331 and 333 N. Second St., Philadelphia, Pa.





## General Purpose Truck No. 105

Due to its rigid construction and carrying capacity this truck is the most practical for the general loading of or conveying of meats to curing vats. Made of No. 12 gauge steel, all seams welded. Galvanized after fabrication. The Globe Boltless Feature is imbedded in this truck which makes it perfectly smooth on the inside.

Over all length, 78"	Body length at top, 61"
Over all width, 46"	Body width at top, 33"
Over all height, 30 1/4"	Body depth, 20"
Wood wheels, 36x1 1/4"	Weight, 400 pounds.

EQUIPMENT INQUIRIES SOLICITED

### THE GLOBE COMPANY

822-26 W. 36TH STREET CHICAGO, ILLINOIS  
Originators of the Boltless Truck Bodies  
Write for Catalog.

Write us for information and prices on

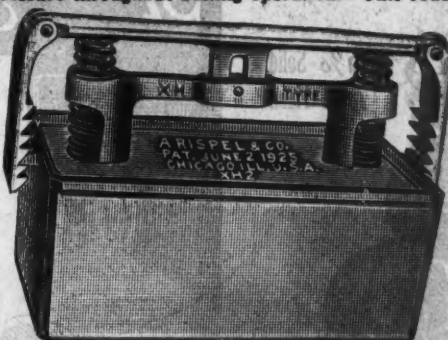
H. & H. Electric Ham Marking Saw  
H. & H. Electric Pork Scribing Saw  
H. & H. Electric Beef Scribing Saw  
H. & H. Electric Fat Back Splitter  
Calvert Bacon Skinner  
United Improved Sausage Molds  
Monel Metal Meat Loaf Pans  
Adelmann Ham Boiler  
Jelly Tongue Pan  
Maple Skewers  
Knitted Bags

## Best & Donovan

332 South Michigan Blvd.  
Chicago, Ill.

## Live Wire Springs on New Rispel Ham Retainers

Mean elastic pressure throughout boiling operation. This reduces shrinkage.



Will give one for trial to prove its merits

H Type  
Made of best cast aluminum

Patented June 2, 1895

Makes perfect straight Hams and Meat Loaves

## A. Rispel & Company

Manufacturers of many types and sizes of Ham Retainers  
1617 No. Winchester Ave. Chicago, Ill.



CHICAGO  
Rendering Plant  
and  
Tank House  
Equipment

### Boilers

General Steel Plate Work  
53 W. Jackson Blvd.

### VATS

For Pickling and Curing Meat  
Capacity 1400 lbs.  
United Cooperage Company  
1115 Fullerton Ave. Chicago, Ill.



## SAUSAGE STUFFING TABLE

Made in any size required with monel metal or galvanized steel top. Furnished with galvanized pipe or angle legs. Built with pitch toward center.

Let us quote you

Write for our complete catalog

MARKET FORGE CO., Everett, Mass.  
Making Trucks and Racks Since 1897

## BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette  
Cloth and Bags for Covering Meat  
WRITE US FOR INFORMATION AND PRICES

Wynantskill Mfg. Company

TROY, N. Y.

Fred K. Higbie Supply Co., Rep., 360 N. Michigan Ave., Chicago, Ill.

## Chop more at less cost with "Enterprise" No. 156

An efficient belt-driven chopper with a capacity per hour of 2,000 lbs. Equipped with extra heavy pulleys, 20x3 1/4", running 300 r.p.m. with 5 to 7 h.p.

No gears. Pulleys are placed directly on socket shaft.

"Enterprise" No. 156 runs smoothly and silently. It will save time and labor for you. It will produce more cut meat than a corresponding size of geared

chopper.

Distance from ring to floor is 26 1/4 in. Carriers can be run under chopper.

Four sets of the famous "Enterprise" knives and plates furnished with each chopper (including knife and plate for fat).

Ask for chopper catalog. There's a size and style for every need, hand, steam, or electric, in the "Enterprise" line.



THE ENTERPRISE MFG. CO., OF PA.,  
Philadelphia, U. S. A.

No. 3

**Calcium  
DOW  
Chloride**

73-75% Solid  
75% Flake



A commercial product of highest quality.  
Manufactured especially for the refrigeration trade.

Docket on Alkalinity—Ammonia Leaks  
—Corrosion and Complete Refrigeration Table on request.

Stocks in principal Commercial Centers

THE DOW CHEMICAL COMPANY  
Midland Michigan  
NEW YORK SAINT LOUIS

## Spoilage—the Thief

IF YOU are a meat dealer, packer or sausage maker, and are trying to "get along" with inefficient and worn out refrigerating equipment, you are actually inviting robbery.

It is easy enough to eliminate spoilage and trim losses simply by installing a York Mechanical Refrigerating unit, designed and built expressly for the butcher and meat merchant. Automatic dependable and economical. It pays for itself.

Write for descriptive data.



**YORK** Manufacturing Company  
Ice Making and Refrigerating Machinery Exclusively  
York, Penna.

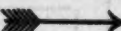
When you buy a steel you must always remember that

## QUALITY

must be first—then price

No other steel has ever reached the Quality of a

GENUINE **"DICK'S"** STEEL

with the guarantee  F.DICK trade mark

## Albert Jordan Co.

20-26 West 22nd Street

New York

Sole distributors in the United States  
and Canada for

PAUL F. DICK, Esslingen a. N., Germany



When you  
think of

**Baskets**

THINK  
OF

LIGHTEST STRONGEST  
BEST

A. Backus, Jr. & Sons  
Dept. N.  
DETROIT, MICH.





# "BOSS" Economy Sausage Machines

Descriptive circulars and prices upon application

"BOSS" Grinder with Motor in frame and silent chain drive.



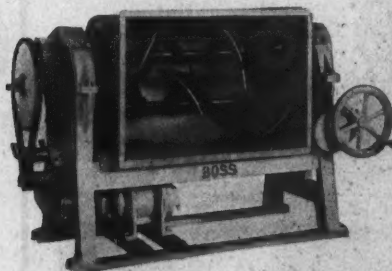
Note silent chain drive

"BOSS" Air Stuffers 100, 200, 400, 500 lbs.



"BOSS" Dump Mixers

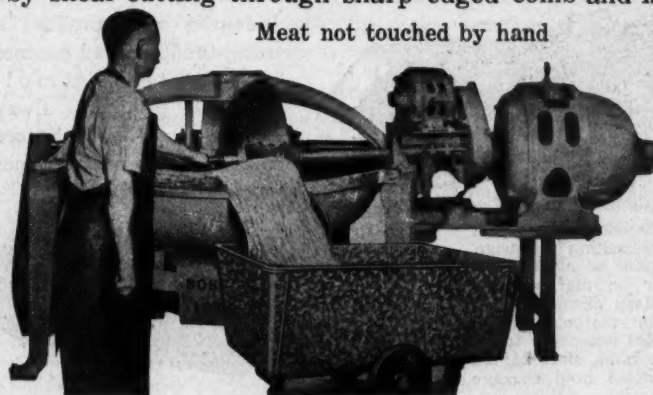
100, 175, 250, 350, 750, 1000, 1500, 2000 lbs.



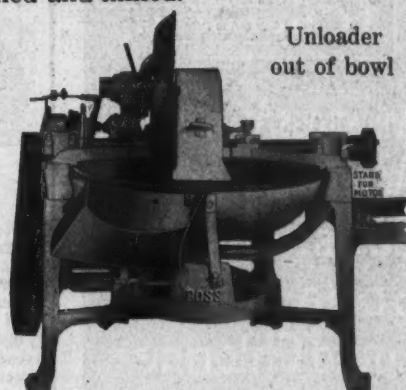
New type, dumps both ways

## Replace Your Old Timers with the New "BOSS"

World's Largest and Fastest Cutters and Mixers with Unloaders. Clean and Sanitary. Great Time and Labor Savers. One man can do as much and better work with them than three or four men can do with other machines. Meat is cut uniformly fine by shear-cutting through sharp edged comb and is turned and mixed.



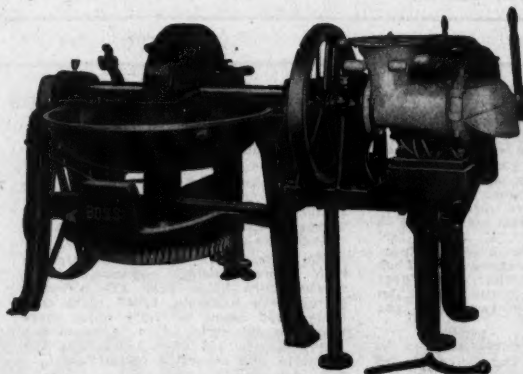
Meat not touched by hand



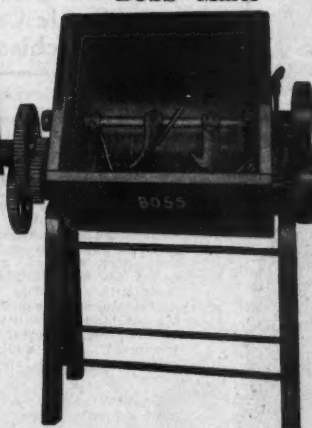
Unloader out of bowl

## "BOSS" Combination Sausage Outfits Decrease Operating Cost

"BOSS" Gear Driven Machines  
Silent Cutter Grinder Motor



"BOSS" Mixer



"BOSS" Continuous Fat Cutter



## THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH  
3907-11 S. Halsted St.

Killing  
Outfits

Manufacturers  
"BOSS" Machines

Sausage & Rendering  
Outfits

Factory and Main Office: 1972-2008  
Central Ave., CINCINNATI, OHIO



## 12 Packing Companies

Now Using  
55

Layne Equipped  
Wells

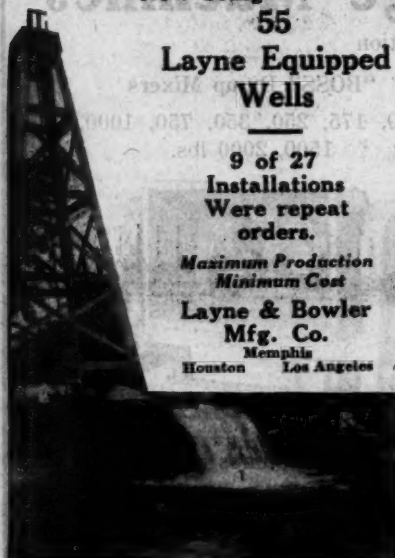
9 of 27

Installations  
Were repeat  
orders.

Maximum Production  
Minimum Cost

Layne & Bowler  
Mfg. Co.

Memphis  
Houston Los Angeles



## The meat chopper that does more and better work and lasts a lifetime



The New No. 7B-Type-K Cleveland KLEEN-KUT Meat Chopper will truly chop twice as much meat as the average chopper. And too, its great power and ability to cut large pieces through a  $\frac{1}{4}$ -in. hole plate is further evidence of the advantages obtained in its installation.

There are no bearing troubles possible with this machine, as the large roller bearing is in the rear, far away from the harmful meat juices and particles.

A Profit Maker and a Profit Saver is this quiet-running chopper equipped with the famous Cleveland KLEEN-KUT flat sided plates.


**The Cleveland  
Kleen-Kut  
Manufacturing Co.  
Cleveland, Ohio**

**MATHIESON**  
Chemicals

Anhydrous Ammonia  
Aqua Ammonia  
Caustic Soda  
Soda Ash  
Liquid Chlorine  
Bleaching Powder

The MATHIESON ALKALI WORKS, Inc.  
250 PARK AVE., NEW YORK CITY

PHILADELPHIA  
INDIANAPOLIS  
CHICAGO  
CHARLOTTE

Deal Direct with  The Manufacturer

## The "UNITED" Improved Sausage Mold



Mold furnished with or without letters

Mold is electrically welded at every intersection of wire. Construction is superior to any other on market. Ingenious clasp eliminates use of pin for fastening mold closed. Not necessary to tie sausage to mold. Bars welded across bottom hold sausage securely during smoking process.

If your jobber cannot supply you write us direct.

**United Steel & Wire Co.  
Battle Creek, Mich.  
Atchison, Kans.**

Identify your product by using the improved patented clasp lettering mold. Branded products always sell best. "United" lettered molds are practical, inexpensive and effective.



The "UNITED" produces uniform size sausage. Increased sales and profits are results from branded meat put up in this form.

## The O. K. Shear, Kut Angle Hole Plates and Knives

### WHY THEY PLEASE SAUSAGE MAKERS

From all over the country, manufacturers of quality goods who pride themselves on making only the finest product, especially summer sausage and pure pork sausage, are using the Superior No. 6-O. K. Plates and Knives in their grinders. The O. K. Knives and Plates make a clean cut product, retaining the binding quality of the meat. They do not crush or smear. They do not heat the meat. They double the life of the grinder and use only two-thirds the power.

The Plates are reversible and can be used on both sides. The holes are on

The O. K. Shear Cut Plates and Knives are fully guaranteed. If not satisfactory after ten days trial your money will be refunded.

an angle and give the meat a free flow through the plates.

Knife arms are designed to hold the blades at proper angle, to cut with radius of holes, and do not push the meat through outer edge of plate against the cylinder wall.

The Superior No. 6 Plates contain one inch more cutting capacity, which means more holes than the old-style plates. For example,  $\frac{5}{16}$ " plate contains 3,200 holes, or 1,200 holes more than the old style. The  $\frac{1}{4}$ " plate has 1,840 holes or 184 more holes than the old style, and others in proportion.

**The Specialty Manufacturers Sales Co.**

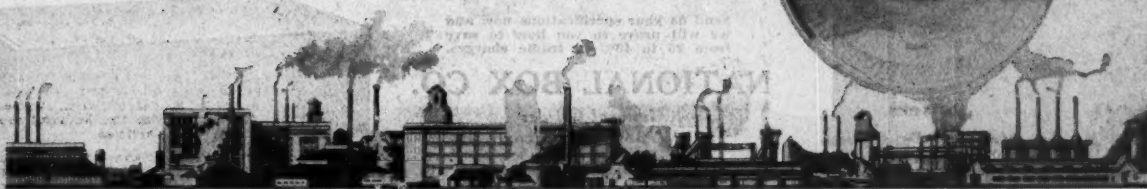
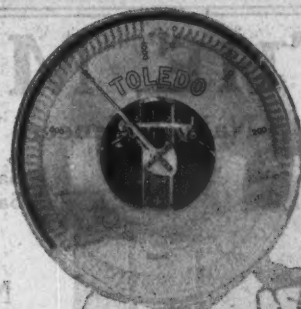
Represented by Chas. W. Dieckmann  
Main Office Chicago, Ill.

2021 Grace St.



MODERN BOXES

Wire-bound Boxes for Strength—Security

Save in Freight  
Save in Nails  
Save in Costs

## Accurate Measurement Prevents Excessive Cost

**T**HE first place to examine production cost is on the platform of the scale you use in the receiving department.

The most deadly and baffling losses result from human and mechanical errors in the measurement of materials received into the plant, and transferred from one department to another.

These errors are usually reflected in mysterious manufacturing losses, which mean excessive cost figures.

Yet this hidden loss is easily eliminated.

It is merely that you demand of your weighing equipment the same inflexible accuracy that you require of your automatic production machines.

There is one way by which you can absolutely know that you are getting all you pay for; that as materials and parts move through your factory, you are measuring and counting them strictly according to specifications: Without cost or obligation to you, a Toledo Scale man will investigate your weighing requirements and report the facts to you.

Your request for further information will be given prompt attention. Kindly address Industrial Department, Section S.

**Toledo Scale Co., Toledo, Ohio**  
**Canadian Toledo Scale Co., Limited, Windsor, Ont.**

Manufacturers of Automatic Scales for Every Purpose

Offices and Service Stations in 106 Cities in the United States and Canada

ACME STEEL & MALLEABLE IRON WORKS INC.

BUFFALO, N.Y.

"We have found our Toledo Scales eminently satisfactory and feel that us the services of one man in this room ever since the scale was installed."

ACME STEEL & MALLEABLE IRON WORKS, INC.  
*Slayton*

For use in packing houses and branches there are these especially adapted Toledo Automatic Scales:

General Weighing Scales; Hanging Scales; Bench Scales; Tank Scales; Portable Platform Scales; Floor Scales; Auto Truck Scales; Lard, Oleomargarine and Butter Packing Scales; Overhead Lever Suspended Platform Scales; Conveyor Scales; Gross, Tare and Net Weight Scales; Computing Scales for Retail Trade; Postal Scales.

# TOLEDO SCALES

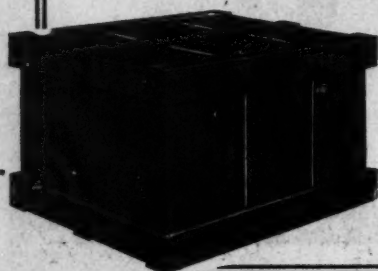


NO SPRINGS HONEST WEIGHT



# THE MODERN BOXES

Nabco, Veneer, Wire-bound Boxes for Strength—Security



Save in Freight Save in Handling  
Save in Nails Save in First Costs

Send us your specifications now and  
we will prove to you how to save  
from 25 to 40% in traffic charges.

**NATIONAL BOX CO.**

General Offices

1101 W. 38th St., Chicago, Ill.

Eastern Offices:

1011 Liberty Bldg., Philadelphia, Pa.

Room No. 625—150 Nassau St., New York City

Southern Office: Maches, Miss.



**HY-GLOSS**  
MARGARINE CARTONS

## Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

**National  
Carton Company**  
Joliet, Ill.



*The* **UNITED STATES  
CAN Co.** CINCINNATI

Manufacturers of  
Lithographed Lard  
Pails, Cans and Sheet  
Iron Lard Drums

Our customers are  
our best advertise-  
ment

We originate and  
design labels that will  
sell your goods

Write us for complete information

## OAKITE CLEANS better—cheaper—faster

There is an easy, quick way for superintendents and purchasing agents of packing plants to find out how to clean ham boilers, ham racks, trimming tables, meat choppers, floors and equipment better, cheaper and faster. Simply ask to have one of our service men call. He will demonstrate, under actual working conditions. Then compare results. A post card to us will bring him to you. No cost or obligation.

**OAKITE**  
Industrial Cleaning Materials and Methods  
OAKITE IS MANUFACTURED BY OAKLEY CHEMICAL CO.  
304 THAMES ST., NEW YORK N.Y.

# BAGS for

Fertilizer  
Tankage  
Sausage

Beef  
Pork  
Mutton

Ham and Bacon Slips, Barrel Tops, Sheetings,  
Beef and Butter Cloth, Wrapping Burlap, etc.

Importers and Manufacturers

**Central Bag & Burlap Co.**

Office and Factory

4523 S. Western Blvd.,

Chicago, Ill.



# Do You Know



**that your old aluminum ham boilers  
are worth good money?**

Our exchange plan, inaugurated a year ago, wherein we accept old aluminum Ham Boilers in exchange towards the purchase of new ones, has worked out so successfully we have decided to continue same indefinitely.

Why not investigate your ham boiling department, and sort out those you desire to exchange now, so you will be in readiness when the season opens.

## Ham Boiler Corporation

1762 Westchester Ave.

New York City

*Factory: Port Chester, N. Y.*

*European Representatives: The Brecht Co., 6 Stanley St. Liverpool and 12 Bow Lane, London*

*Canadian Representative: Gould Shapley & Muir Co., Ltd., Brantford, Ontario*

# REX BRAND

Complies with  
B. A. I. Requirements

*The King of Nitrates*

Write for Prices  
Immediate Deliveries

## Double Refined Nitrate of Soda

Prompt Shipment

STAUFFER CHEMICAL CO.  
CHAUNCEY, NEW YORK

SAN FRANCISCO SALT REFINERY  
SAN FRANCISCO, CALIFORNIA

CHICAGO OFFICE: 111 W. WASHINGTON ST.



### CASINGS PRODUCE CO., Inc.

80½ Pearl St. New York City

TEL. BROAD 8380

*Cleaners and Importers Sheep  
and Hog Casings*

E. E. SCHWITZKE, Pres.

### ZEHNDER & CO.

DIETIKON  
Switzerland

#### Sheep Casing Selectors

ARE OPEN TO SUPPLY REGULAR  
BUYERS WITH THEIR

#### Extra Wide, Medium and Narrow Hanks

in their well known, careful  
selection and  
Supreme Quality

### SCHAUB & CO.

Hamburg 27, Germany

Importers of all kinds of  
Packing House Products

Branch Houses All Over  
Northern Europe

Established 1868

H. Leube, Sr. H. Leube, Jr.  
Sole Proprietors  
Correspondence Solicited  
Own Big Warehouses on the  
River Elbe

Codes: Cable Phones  
Ciro Address Yards 1414  
Bentleys "THOSHANLEY" Yards 1515

### T. E. HANLEY & CO.

## Sheep, Beef and Hog Casings

*Certified Sausage Casing  
Color*

*Sausage Flour*

Office and Factory  
40th Street and Packers Avenue  
UNION STOCK YARDS  
Chicago, Ill.

Wire or Write Your Offerings and  
Inquiries

### SAYER & COMPANY, Inc.

Peoria and Fulton Sts., Formerly Wolf, Sayer & Heller, Inc. CHICAGO, ILL.

#### Sausage Casings and Sausage Room Supplies

New York London Hamburg Montreal Sydney Christ Church, N. Z.

### J. H. BERG CASING CO.

Importers Sausage Casings Exporters

946 W. 33rd St.

Chicago, Ill.

#### Sausage Casings

### HARRY LEVI & COMPANY

842 WEST LAKE STREET

Importers and Exporters

CHICAGO

### AUSTRALIAN Sheep and Beef CASINGS

#### BRITISH CASING CO., Ltd.

Dried Gut

14 Casing Cleaning Factories Throughout Australia  
Sydney, Australia

Brokers:  
E. G. James Co.  
140 W. Van Buren St.  
Chicago, Ill.

THE NATIONAL PROVISIONER

\$3.00 Per Year in U. S. A.

### Thomson & Taylor Company

Recleaned Whole and Ground

Spices for Meat Packers

CHICAGO, ILLINOIS

## PATERSON PARCHMENT PAPER CO.

PASSAIC, NEW JERSEY

# Patent Casing Company

617-23 W. 24th Place, Chicago, Ill.

## The Pioneer of Sewed Casings

### *Our Specialties:*

Sewed Beef Casings

Sewed Hog Bungs

Sewed Bladders

*Manufactured Under Sol May Methods*

# SAUSAGE CASINGS

THE BRECHT COMPANY

ST. LOUIS

NEW YORK

ESTABLISHED 1883

BUENOS AIRES

HAMBURG

## THE CASING HOUSE BERTH. LEVI & Co., Inc.

ESTABLISHED 1882

NEW YORK

CHICAGO

LONDON

BUENOS AIRES

HAMBURG

WELLINGTON

## Cudahy's Selected Sausage Casings

CAREFULLY  
CLEANED

Hog · Beef · Sheep

UNIFORMLY  
SELECTED

The Cudahy Packing Co., U.S.A. 111 W. Monroe St., Chicago.

*If equipment can effect a saving in your plant you are paying a tax equal to that saving until you install that equipment.—Henry Ford*



# "NIAGARA BRAND" Genuine Double Refined Saltpetre (Nitrate of Potash) and Double Refined Nitrate of Soda

MANUFACTURED BY  
Established 1840

Also Refined Nitrite of Soda. All Complying with Requirements of the B.A.I.

## BATTELLE & RENWICK

80 MAIDEN LANE  
NEW YORK

## VANGEUNS BROS.

Groningen, Holland  
Telegraph Addr. "Casings"  
are buyers of  
**Hog Casings**  
Offers solicited

## BECHSTEIN & CO., Inc.

SAUSAGE CASINGS

CHICAGO: 723 West Lake Street  
LONDON: 5 St. Johns St., Smithfield, E. C.

NEW YORK: 50 WATER STREET  
Telephone Whitehall 9328

## OPPENHEIMER CASING CO.

Importers and Exporters of

New York  
London  
Hamburg

SAUSAGE CASINGS

CHICAGO, U. S. A.

Toronto  
Wellington  
Buenos Aires  
Tientsin

SHEEP	HOG	BEEF
CASINGS		

Importers - Manufacturers - Exporters

CALIFORNIA  
BY-PRODUCTS CO.

Main Office Eastern Branch  
805 Market St. 461 Eighth Ave.  
SAN FRANCISCO NEW YORK

Tel. Rhineland 4617

## THE AMERICAN CASING CO.

Importers and Exporters

SAUSAGE CASINGS and SPICES

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NEW YORK BUTCHERS' SUPPLY CO., Inc.

SAUSAGE CASINGS AND  
SUPPLIES

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PHONE GRAMBOY 808

Schweisheimer & Fellerman  
IMPORTERS and EXPORTERS OF  
Sausage Casings

Selected Hog and Sheep Casings a Specialty  
Ave. A, cor. 20th St., New York, N. Y.

## Los Angeles Casing Co.

714-16-18 Ducommun Street

LOS ANGELES, CALIFORNIA

Sausage Casings

## The Irish Casing Co.

Manufacturers, exporters, importers

SAUSAGE CASINGS

Arbour Hill, Dublin, Ireland  
Sheep Casings a Specialty

## M. BRAND & SONS

SAUSAGE CASINGS

FIRST AVE. AND 49th ST.

NEW YORK

## S. OPPENHEIMER & CO.

Sausage Casings

Chicago, 2700 Wabash Ave.  
Hamburg 8-Luisenhof

London, 47 St. John St., Smithfield  
73 Boulcott St., Wellington

96-100 Pearl St., New York

## EARLY & MOOR, Inc.

Importers  
Exporters

SAUSAGE CASINGS

139 Blackstone St.  
Boston Mass.

"The Skins You Love to Stuff"

## M. ETTLINGER & CO., Inc.

Importers, Exporters and Cleaners of Sausage Casings. A large  
stock of all kinds of casings constantly on hand

Established 1903

12 COENTIES SLIP, NEW YORK

## THE INDEPENDENT CASING & SUPPLY COMPANY

1335-1347 West 47th St., Chicago

Hammerbrookstr 63/67 2, Hamburg

### SAUSAGE CASINGS

IMPORTERS

EXPORTERS

## Massachusetts Importing Company

Importers HIGH GRADE SAUSAGE CASINGS Exporters

Direct Importers of Russian, Persian, Chinese Sheep  
and Hog Casings

78-80 North Street

BOSTON, MASS. U. S. A.

## THE DRODEL CO., Inc.

Import

Sausage Casings

Export

336 Johnson Ave.

Brooklyn, N. Y.

MANUFACTURERS  
Fealty Foods  
Tallow and Oils

BUYERS OF  
Beef Crackling  
Oat Skins

## CONSOLIDATED BY-PRODUCT CO.

West Philadelphia Stock Yards

30th and Race Streets

Philadelphia, Pa.

MANUFACTURERS  
Beef, Sheep and Hog Casings  
all Descriptions

Beef Wessands a Specialty

IMPORTERS OF

High Grade Hog and Sheep  
Casings

## "IF YOU READ HIS DOPE HE'S GOT YA!"

Said the man in referring to the Ridgway Elevator Ads and "Uncle Billy's Love Letters," as they have come to call our answers to the inquirer.

You see we have no agents or salesmen to GO:

So we take it out in writing "The Love Letters."

People read these "Love Letters" or not, depending.

When they read we get the order.

One of the leading Engineers of the country told us:

"Say, Ridgway, my wife wants to see your ads every week and she is still talking about those letters of yours that made me a steam-hydraulicier."

The only folks who fail to get Ridgway Elevators are those who do not know them.

We make nothing but freight elevators for the man who has steam (or air) and in this one only thing we beat the world.

As Old Man Packard cries: (they use Ridgway Elevators, by the way) "Ask the man who has one." Here's a little bunch of "repeaters":

Standard Oil Co.

Cluett, Peabody & Co.

H. J. Heinz Co. ("57")

Crane & Co. (Dalton)

Packard Motor Car Co.

United Gas Imp. Co.

Larkin & Co. (Buffalo)

General Electric Co.

Penn. R. R.

International Harv. Co.

Standard Underground

Cables Co.

John Wanamaker

John Morrell & Co.

Christie Brown & Co.

(Toronto)

Firestone Tire & Rub. Co.

Consolidated Gas Co.

(N. Y.)

Remington Typewriter Co.

Lukens Steel Co.

Procter & Gamble Co.

(Ivory Soap)

E. I. du Pont de Nemours

& Co.

United States Gov't

Sears, Roebuck & Co.

United States Steel Co.

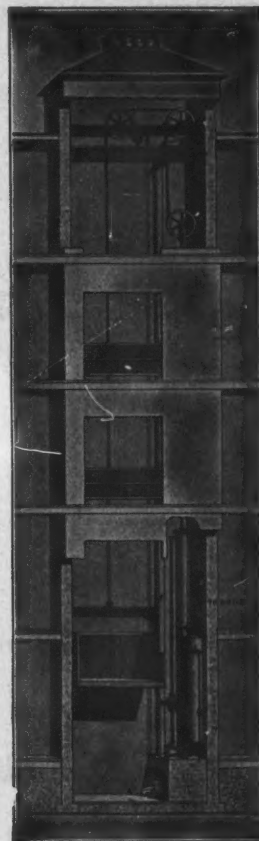
Dow Chemical Co.



Double Geared



Direct Acting



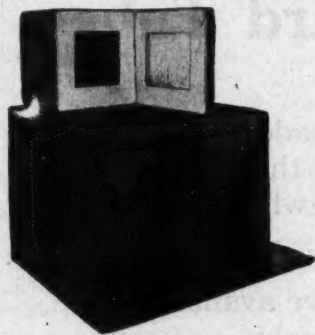
If a fellow didn't know that human stuff is the toughest stuff in the world to move he would wonder why, with 3,000 concerns, biggest and best like that sample, getting more and more Ridgway Elevators, you were not falling over yourself to

"HOOK 'ER TO THE BILER"

**Craig Ridgway & Son Co.**

Elevator Makers to the folks who know

COATESVILLE, PA.



## No need for shipments with ice this summer

Spring is just around the corner, bringing with it the hot days of early summer, and losses of goods spoiled during shipment. But changeable weather—temperature fluctuations—have no effect upon perishables protected the Balsa Box way.

Balsa boxes are proof against both heat and cold. They keep the cold inside

and the heat out. They deliver your product in the same condition that it is packed. Heavy ice packs are not needed when you ship the Balsa Box way.

Write for information about this unusual container. Prices will be quoted on boxes made to your specifications if you give sizes needed.

Seattle  
Baltimore  
Boston  
Buffalo  
Cincinnati  
Langdon, D. C.  
Peekskill, N. Y.  
San Francisco

## The Fleischmann Transportation Company

Balsa Box Department

New York  
699 Washington Street

Chicago  
327 S. LaSalle Street





*Strong Re-enforcement  
Where Strength Is  
Needed*

*Prompt Delivery from  
Stocks Carried in Hill  
City, Minn., and Chicago*

## **Place Your Contracts for National Woodenware Lard Tubs**

Your demands necessitate tubs of strength—made from substantial woods—built to give service. To fulfill these requirements requires the resources of a manufacturer who has at his command the finest of woods.

Located in the heart of Minnesota forests, we have available the best hard and soft woods—so necessary to the making of serviceable tubs. Thorough kiln drying prevents shrinkage and reduces waste.

**Write us your requirements and we will furnish quotations**

# **NATIONAL WOODENWARE COMPANY**

**West 43rd Street and South Racine Avenue**

**CHICAGO**

# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

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Vol. 74

Chicago and New York, March 20, 1926

No. 12

## *What Does Packer Know About His Plant?*

**He May Know His Meats and Products  
But Does He Know Mechanical Costs?  
Here is Something to Think About**

Your power department, Mr. Meat Packer, is one of the most costly of your business.

The money you pay out for coal each year amounts to a very respectable sum.

If you could save ten per cent of your coal bill during the coming year you would have a very neat sum to add to your profits.

If you operate a power plant of average efficiency—and the chances are that it is no better than this—you can save these dollars now being wasted.

And if you will only make a little more than an average effort to save coal, and to get and keep your power plant on an efficient basis, you can save more than ten per cent.

### **Study Your Power House.**

How can this be done?

By giving to the power department that amount of interest and attention, and that degree of intelligent supervision, that is given to all other departments of your business.

You must make it your business to know what your power plant is capable of doing, and at what cost.

You must get in a position to know what should and what should not be done, and you must know enough about coal consumption and steam generation to intelligently analyze reports submitted to you.

### **You Can't Shift Responsibility.**

Too many packers hire a mechanical superintendent to look after the power department—and then pay no further attention to how the department is being operated!

Too often the management expects this superintendent to produce maximum results without attention, interest and supervision from the front office.

In some few cases he does. More

often he does not—through no fault of his own.

Such a policy on the part of the management is inconsistent, to say the least. Furthermore, it is mighty poor business.

### **Other Departments Are Supervised.**

Superintendents are employed for the other departments of the plant. They are expected to operate their departments efficiently and economically.

They are required to submit reports at stated intervals.

These reports are studied and analyzed by the management.

And because the management knows what may be expected from these different departments, they are operated efficiently.

These departments are supervised and are efficient.

## **Some Good Resolutions**

- 1—I will learn something about coal. When I pay money for fuel I will know what I am getting in heat units for each dollar spent.
- 2—I will know my power costs, and see to it that these costs are no higher than they should be.
- 3—I will insist on operating records from my power department. I will study these records, and use them to get better efficiency in boiler and engine rooms.
- 4—I will find out where power and heat are being used and how. I will see to it that each department uses these economically.
- 5—I will seek out the causes for heat and power losses in my plant, and correct bad conditions that make losses possible.
- 6—I will be up-to-date. I will introduce modern operating methods in my power department and install money-saving equipment.
- 7—I will study power transmission and its correct applications.
- 8—I will build a loyal, interested operating force.
- 9—I will be progressive and keep abreast of the times.
- 10—I will give to my power department that degree of intelligent supervision that I give to other departments of my business.

The power department is not supervised—it is permitted to operate itself. The result is inefficiency and preventable waste for which the manager, or the one responsible for results, is directly responsible.

These are not new thoughts. THE NATIONAL PROVISIONER has been preaching power plant economy and the need for it in the meat packing industry for some time. Here is another article on the subject, in which the executive is reminded of some of the things he should know to properly supervise his power plant—and incidentally increase his profits.

### **What Do You Know About Coal?**

Coal is valuable for power plant purposes in proportion to the heat units contained in it.

How many heat units are you getting for each dollar you spend for fuel? Are you getting value received? The cost per ton does not tell the whole story.

You know the cost of livestock, boxes, processing materials, labor and most of the other items that enter into the cost of preparing meat, meat products and by-products for the market.

The cost per pound of steam is one of the cost items on which you probably have no information. Yet the cost of producing steam is one of the big costs of your business. This information is important.

Insist on performance records from your power department. Study these records and compare them month by month. Know what your power plant is producing and at what cost. Use these records to secure better efficiency. Power plant operating records are easy to secure and easy to understand.

### **Power and Production Costs.**

Power costs enter into the cost of production, and until you know the power being consumed by each de-



partment you will not have complete costs for these departments.

If you desire correct departmental costs you must know how much power each department is consuming. And it is reasonable to believe that if the superintendent of each department knows that his department is being checked on power, he will be more careful and use less of it.

Eliminate all steam and power waste. Check up on all places where heat and power are used, and correct conditions that make coal losses possible.

These are but a few of the good suggestions made in this article. There are others very much worth while.

### Handling the Mechanical Department

By Harold M. Toombs

The operation of the machinery of a packinghouse cannot be reduced to a set of fixed rules, formulas or chemical equations.

Problems arise at any time of day or night that must be handled with dispatch. No two are the same, and the solution should be forthcoming almost as quickly as the question is presented. A delay in one link of a chain of operations nullifies the entire gain of unit production.

The spur of intensified competition has eliminated many hand processes. They

have been gradually displaced for the last thirty years and the time is fast approaching when a nearly complete conversion to machine methods is being reached. At any rate there is no reason for expecting any slackening of scientific discovery or technical improvement.

With the addition of machinery the operation by the mechanical department is complicated. The ten commandments for the mechanical department are generalities drawn from practical experience, and govern the conduct of the department.

#### What Are Steam Costs?

Starting at the power plant, coal or oil is nothing but steam ore.

The refiner of a metal must have a complete knowledge of the ore to obtain it efficiently and at the lowest cost. The engineer must know his ore and have complete knowledge of it to produce the lowest steam cost.

The U. S. Bureau of Mines issues a complete survey of all coal and oil fields in the United States. The resume contains a summary of the various properties of the fuels. It is taken from accurate laboratory analysis. From the survey information regarding B.T.U. content, ash, coking properties, moisture, etc., are tabulated.

The engineer or buyer, buying and using coal without the aid of these tables, is spending his firm's money on personal judgment, which practice seldom gives maximum efficiency in this day and age.

(Continued on page 23.)

## Points On Packer Sales And Engineering

Five subjects of practical interest to packinghouse sales managers and advertising men, and executives as well, have been announced for the program of the Sales and Advertising Section of the Institute of American Meat Packers, which meets at the Institute offices in Chicago on Thursday, April 1, the day following the meeting of the Engineering and Construction Section.

Among the subjects referred to will be a talk on "Compensation for Salesmen" which, as in the case of the other talks at the two meetings, will be followed by general discussion among the packers present. It is expected that the speaker, R. J. Joucken, will discuss the relative merits of different ways of paying salesmen, and this subject always brings forth a variety of viewpoints when it is discussed by packinghouse men.

"Preventable Wastes in Making Deliveries," the second talk on the program, will be covered by E. W. Turley, a former packinghouse delivery expert who now is associated with the Autocar Sales Company of Chicago. And no one who can possibly avoid it will want to miss the talk by C. H. Andrews on "Why Aren't Packers Better Merchandisers?"

The last two subjects will cover phases of advertising in which practically every packer participates. The titles of the talks are: "The Use of Posters in a Selling Campaign" and "The Place of Newspaper Advertising in a Selling Campaign." The speakers will be two prominent authorities in the advertising field, F. Guy Davis, western manager of the Bureau of Advertising of the American Newspaper

Publishers' Association, and J. D. Sims, manager of promotion and advertising of the General Outdoor Advertising Company.

The program was arranged by a committee consisting of Carl Fowler, F. G. Duffield and G. R. Cain. F. W. Keigher will preside over the meeting, which starts at 1:30 P. M.

At the meeting of the Engineering and Construction Section, on the preceding day, authorities from industries allied with the packing industry will be prominent on the program, in line with the policy of obtaining the most up-to-date and expert information for the industry. The program, which was arranged by H. P. Henschien, of Henschien & McLaren, includes seven talks, and there will be both morning and afternoon sessions, starting at 10:00 A. M. and 2:00 P. M. Allen McKenzie will preside.

An indication of the interesting topics which these talks will cover is given in the following summaries:

#### Engineering and Construction Section.

Wednesday, March 31, 1926.

Presiding chairman, Allen McKenzie; program chairman, H. P. Henschien.

Morning Session, 10:00 A. M.

1. Ammonia Condensers and Water Cooling Towers: By Heywood Cochrane, Carbondale Machine Co., Chicago. This paper will be devoted to discussion of the latest development of ammonia condensers with comparative tests of various types of condensers used in refrigerating plants. It will also include the general principles of and results obtained from water cooling towers when operated in connection with ammonia condensers.

2. Paints Adapted to Packing House Conditions: By Dr. C. D. Holley, Chief Chemist of the Sherwin-Williams Company, Cleveland, Ohio. This will be an

interesting statement of facts regarding paints with advice about the selection of materials best suited to packinghouse conditions. This paper will be of great practical value to the packing industry and has been prepared by the research laboratory of one of the largest paint manufacturers in the United States.

3. Structural Steel vs. Reinforced Concrete Construction in Packing Plants: By Robert Clark, Architect, Armour & Co., Chicago. This paper will make a comparison between the two types of building construction and will explain where, from practical experience, one type of construction is preferable over the other in the various buildings which constitute a modern packing plant.

Afternoon Session, 2:00 P. M.

4. Distribution of Refrigeration in Packing House Coolers and Freezers: By S. C. Bloom, President, S. C. Bloom and Company, Chicago. This paper will deal with the economical distribution of refrigeration in coolers, sharp freezers, storage freezers, and meat curing rooms. The principle of operation, type and construction, economical methods of operation, et cetera, of the various systems will be described.

5. Department Distribution of Steam Power Cost: By Henry D. Tefft, Director of the Department of Packinghouse Practice and Research, Institute of American Meat Packers. This subject will be placed before the meeting in skeleton form as adopted by a leading Packing Plant. A general discussion of the subject as it is practiced in other plants will follow the reading of this paper.

6. Practical Welding in Packing Plants: By Carl Wilkie, Chief Engineer, Brennan Packing Company, Chicago. This will be a practical lecture, illustrated by lantern slides, of the principles and practices of welding metals. It will describe the advantage of welded joints in mechanical work and piping around the packing plant.

#### Sales and Advertising Section.

Thursday, April 1, 1:30 P. M.

Presiding Chairman, F. W. Keigher.

1. Compensation for Salesmen: Straight Salary vs. Other Methods. By R. J. Joucken, Branch House Department, The Cudahy Packing Company, Chicago. The remuneration of salesmen is a subject that interests all packers. Here is an opportunity to hear an interesting discussion of the various methods in use.

2. Why Aren't Packers Better Merchandisers? By C. H. Andrews, Sales Manager, Roberts and Oake, Chicago. Distribution is one of the big problems of nearly all manufacturing industries. The packing industry is no exception. Be sure to hear Mr. Andrews' explanation of why packers aren't better merchandisers.

3. Preventable Wastes in Making Deliveries: By E. W. Turley, Autocar Sales Company, Chicago. Much attention has been given to preventable wastes by various agencies, including departments of the government. Delivery wastes are especially important. Mr. Turley's discussion is sure to be of interest and value.

4. The Place of Newspaper Advertising in a Selling Campaign: By F. Guy Davis, Western Manager, Bureau of Advertising, American Newspaper Publishers' Association, Chicago. Newspaper advertising can play a very important part in a selling campaign. The discussion by Mr. Davis, who is in a position to discuss newspaper advertising authoritatively, is sure to hold interest and value for those present.

5. The Use of Posters in a Selling Campaign: By J. D. Sims, Manager of Promotion and Merchandising, General Outdoor Advertising Company, Chicago. Billboard advertising is very popular with many packers. Mr. Sims is an authority on the subject, and his talk should be of unusual interest.

## Packers Benefit by Regional Meetings

The third group of regional meetings for member companies of the Institute of American Meat Packers will be held during the week starting April 5 in sixteen packinghouse centers. A meeting of the Regional Chairmen will be held in the Institute offices in Chicago on April 2.

After these meetings packers in every region will have heard about the services available from six of the twelve service departments of the Institute. These services are explained by the directors of the various departments, two of whom attend each meeting.

Expressions from packers indicate that they have found these meetings of considerable value as a means of familiarizing themselves with the work of the Institute and the services which they can obtain from it. The total attendance at the two series of meetings held so far under the regional plan has exceeded 500.

At the April meetings, the following directors will speak in the cities named:

### CIRCUIT NO. I.

Miss Gudrun Carlson, director of the Department of Home Economics, and John C. Cutting, director of the Department of Retail Merchandising.

City.	Date.	Chairman.
Detroit	April 5	T. E. Tower
Buffalo	April 6	J. G. Cownie
Cleveland	April 7	S. T. Nash
Cincinnati	April 8	Elmore M. Schroth
St. Louis	April 9	F. A. Hunter

### CIRCUIT NO. II.

H. R. Davison, director of the Department of Waste Elimination and Live Stock, and R. H. Hess, director of the Department of Industrial Education.

City	Date	Chairman
Pittsburgh	April 5	G. L. Franklin
Philadelphia	April 6	J. J. Felin
Baltimore	April 7	Howard R. Smith
N. Y. City	April 8	A. T. Rohe
Boston	April 9	F. S. Snyder

### CIRCUIT No. III.

Frank L. DeLay, director of the Department of Organization and Traffic, and W. Lee Lewis, director of the Department of Scientific Research.

City	Date	Chairman
Milwaukee	April 5	A. R. McCartan
Omaha	April 6	A. C. Sinclair
Kansas City	April 7	H. S. Bickett

### CIRCUIT No. IV.

H. L. Osman, director of the Department of Purchasing Practice, and H. D. Tefft, director of the Department of Packinghouse Practice and Research.

City	Date	Chairman
Louisville	April 6	K. M. Zach
Knoxville	April 7	Henry Neuhoft
Atlanta	April 8	E. S. Papy

Later announcements will give the exact hours and places at which the meetings will be held.

### PACKERS AID CLUB WORK.

Prominent among the contributors to the \$35,000 in prizes donated during the past month for boys' and girls' agricultural club work are Swift & Company and Wilson & Co.

Announcement is made by the National Committee on Boys' and Girls' Club Work that the Swift prizes include trips to the International Livestock Exposition at Chicago, the American Royal at Kansas City, the livestock shows at Denver and

## Key Men of the Industry

### REGION No. 12—MINNESOTA.

These are the Regional Chairmen of the Committee on Trade Extension of the Institute of American Meat Packers. Each in his district heads up a practical, effective working organization in touch with Institute activities.



JAY C. HORMEL.  
(Geo. A. Hormel & Co., Austin, Minn.)  
Minnesota District.

Fort Worth, the Interstate Fair at Sioux City, the Pacific International Livestock Exposition at Portland, Oregon, and the Boys' and Girls' Livestock Show at Cleveland, O. Twenty-two boys and girls enrolled in livestock clubs will benefit from this offer.

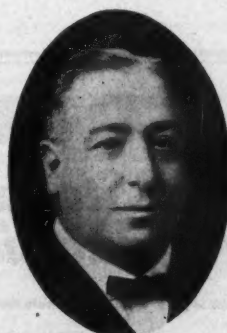
The Wilson & Co. offer covers 17 trips to the International Livestock Exposition at Chicago, four trips each going to livestock champions in Iowa and Wisconsin, and one each to nine other states.

Announcement of the support of this work by Armour and Company and the Cudahy Packing Company was made in a previous issue of THE NATIONAL PROVISIONER.

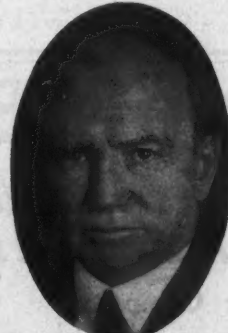
Thomas E. Wilson, president of Wilson & Co., was the host to more than 500 farm club boys and girls at Oklahoma City recently, when these young people were visitors to the Southwest American Livestock Show, held at the Oklahoma City yards.

The boys and girls were entertained at

### NEW OFFICERS OF THE JACOB DOLD PACKING CO.



FRED W. DOLD  
General Manager



E. C. ANDREWS  
President



B. A. BRAUN  
Vice Pres. and Sales Mgr.

dinner at the Wilson plant, and later were treated to a program of music and fun. W. H. Garside, local manager of Wilson & Co., was toastmaster, and Dr. R. F. Eagle, assistant to the president, introduced his chief.

Mr. Wilson is chairman of the National Committee on Boys and Girls Club Work, and is a staunch supporter of the agricultural club movement.

### DOLD HAS NEW HEAD.

Control of the Jacob Dold Packing Co., a nation-wide organization with plants at Buffalo, N. Y., Omaha, Neb., and Wichita, Kas., has passed into the hands of Edwin C. Andrews, a Buffalo capitalist, as a result of the purchase by Mr. Andrews of the controlling interest in the common stock of the company held by the heirs of the late J. C. Dold. This is as announced in the last issue of THE NATIONAL PROVISIONER.

Mr. Andrews, who is a son-in-law of William J. Connors, the nationally known industrialist and political leader, is himself the head of several industrial concerns, including the Niagara Radiator & Boiler Company, of which he is president, and the Great Lakes Transit Corporation, of which he is vice president in charge of finances.

At a stockholders' meeting held after the sale the following were made directors of the company: Edwin C. Andrews, W. J. Connors, Jr., H. H. Titsworth, L. L. Babcock, James N. Scully, Warren Tubbs and S. Fay Carr. Mr. Andrews was elected chairman of the board and president.

There will be no change in the policy of the company or in the organization, it is announced. The direct management of the business is in the hands of Fred W. Dold, and some of the ablest executives of the company are made vice presidents, the line-up being as follows:

Chairman of the Board and President, Edwin C. Andrews. General Manager, Fred W. Dold. Vice President in charge of sales, Byron A. Braun. Vice President and Controller, Louis B. Dorr. Vice President in charge of purchases and maintenance, Grant L. Talley. Treasurer and credit manager, B. W. Haggerty. Secretary, James N. Scully.

Prospects for business are reported excellent, as the first quarter of the year shows sales in excess of 17 million dollars. Operating economies and improvements instituted in recent months have been reflected in the net showing, and are continuing.



## Armour Financial Position Stronger

Sales of Armour and Company for the year 1925 increased about \$100,000,000 over those of 1924, according to the annual financial statement given out this week. Total sales for the year exceeded \$900,000,000.

Net earnings—at \$14,451,809—were somewhat smaller than those of 1924, due to unfavorable conditions in South America, and to a heavy decline in market prices during the last quarter of the year, necessitating sales at a greatly reduced margin of profit.

The financial position of the company was greatly strengthened during the year. More than \$9,000,000 was written off as depreciation, the funded debt was reduced by \$1,180,000, and the preferred stock of Armour and Company of Delaware, amounting to \$648,700, was retired.

Working capital of the company increased \$7,285,000 during the year. Current assets are now 3.7 times current liabilities, compared to a ratio of 3.33 to 1 in 1924 and 2.62 to 1 in 1923. The inventory at the close of the year was smaller than for several years past.

Many economies in operation were effected during the year, which added materially to the profits. The fertilizer and leather ends of the business, too, were more profitable in 1925.

### President White's Comments.

In his address to stockholders, President F. Edson White said in part:

"It is a source of pleasure to be able to inform you that our operations resulted in net earnings of \$14,451,809, and that at the end of the year our surplus was more than \$55,000,000.

"Our total sales for the year exceeded \$900,000,000, an increase of about \$100,000,000 over the previous year, but net earnings were less than in 1924. This was due to the unfavorable conditions surrounding our South American business, and to the fact that by reason of a heavy decline in the market prices of our products during the last quarter of 1925, it was necessary to effect sales at a greatly reduced margin of profit.

"In strengthening its financial position, the company wrote off as depreciation more than \$9,000,000, and through sinking funds and other requirements reduced the funded debt by \$1,180,000 and retired the preferred stock of Armour and Company of Delaware amounting to \$648,700.

"We have also called for retirement on April 1, 1926, all of the outstanding Wm. F. Mosser Co. 8 per cent gold notes, amounting to \$1,900,000. This is an obligation assumed at the time of the purchase of the Morris properties, and while not due until 1930, our current position was

such that these high interest bearing notes could be paid off without new financing.

### Morris Merger is Approved.

"Two important events of the year indicated a marked improvement in your company's public relations. Of first importance was the approval by the Secretary of Agriculture of the company's action in having purchased in 1923 the business and properties of Morris & Company. No more thorough-going inquiry was ever made into all phases of the packing business than that upon which the Secretary of Agriculture based his decision.

"The position of those who opposed the merger was vigorously and ably presented. The facts were the subject of widespread public notice and comment. The result accordingly set at rest all doubt with respect to the legality of the company's action, and was also accepted by the public as a fair and just decision.

"A second event of great significance in our public relations was the acquisition of two new packing plants, one at Huron, S. D., and one at Fargo, N. D. These plants are in territories which have taken up diversified farming, and which in consequence are producing an ever-increasing number of cattle and hogs. We received from the citizens of the Dakotas a most hearty welcome, and promises of cooperation in making these plants of real service to the stock raisers and a source of profit to the company.

### Armour Stock Widely Held.

"A further reflection of the satisfactory effect of a growing understanding on the part of the public with respect to our functions, problems, methods and policies is to be found in the ever-increasing dis-

(Continued on page 44.)

### SWIFT INTERNACIONAL'S YEAR.

Conditions in the South American meat export trade for 1925 are reflected in the annual report of Compania Swift Internacional, made public this week. High livestock costs and low meat prices in European markets made the year unprofitable. "The year has been one of unusually severe competition," said President Edward F. Swift in his report.

The statement shows sales in excess of 90 million dollars, an increase over 1924, but with a loss of something over half a million dollars. Dividends were paid out of surplus, which on December 31, 1925, remained at \$12,370,005.95.

In his statement President Swift says: "The year has been one of unusually severe competition. Live-stock prices in Argentina have been high, and meat prices in European countries low. The margin between buying and selling prices has been too small to enable us to operate at a profit.

"Total sales for the year were in excess

of \$90,000,000 gold, representing an increase over 1924 both in weight and value.

"No serious labor disturbances were encountered during the year. Plants operated steadily excepting those which, because of climatic conditions, are seasonal.

"The subject of reduction in expenses has received particular attention during the past year. Economy campaigns have resulted in materially reducing operating costs. It is expected that measures now under consideration will enable us to operate still more economically in future.

"Our new plant near the port of Rosario, Argentina, at which operations were commenced in December, 1924, was completed during the early part of 1925. This investment was financed out of current funds.

"The company has no funded debt. The assets of the company and its associated companies include nothing for good will, trade marks, patents, etc. The company, as in past years, has provided fully for depreciation and maintenance of plants. Total investment in land, buildings, and machinery, after depreciation, including the new plant at Rosario, as of December 31, 1925, is less than \$20,000,000 gold.

"Owing to unsatisfactory conditions in the trade the directors, on December 22, 1925, voted to reduce the semi-annual dividend payable February 15, 1926, from 6 per cent to 4 per cent. At the annual meeting held today no action was taken on the August, 1926, dividend. The matter will come up for decision by the directors about July 5, 1926, and will be determined according to conditions at that time."

### The Financial Statement.

The balance sheet as of December 31, 1925, is as follows:

ASSETS		Argentine Gold.
Stock Investment, book value,		
Dec. 31, 1925.....	\$39,381,035.70	
Due from associated companies.....	4,087,738.47	
Cash in bank.....	156,442.63	
		\$44,226,116.80
LIABILITIES		
Capital.....	\$22,500,000.00	
Owing to associated companies.....	8,440,875.21	
General reserve.....	900,235.64	
Surplus.....	12,370,005.95	
		\$44,226,116.80

The profit and loss and surplus account for the year ended December 31, 1925:

	Argentine Gold.
Surplus as per statement	
Dec. 31, 1924.....	\$15,973,558.67
Directors' and auditor's fees \$ 9,200.00	
To reserve account.....	102,272.00
	\$15,862,086.58
Dividends paid year 1925 out of surplus	
Dec. 31 1924:	
February.....	\$1,596,140.00
August.....	1,309,140.00
	2,708,280.00
	\$13,063,806.58
Loss 1925.....	605,800.63
Surplus Dec. 31, 1925.....	\$12,370,005.95

Officers of the company are:

Edward F. Swift, president; Charles H. Swift, vice-president; H. McLerie, vice-president; A. Nelson, vice-president and treasurer; C. Jacobi, secretary. Directors: Edward F. Swift, Chicago; Charles H. Swift, Chicago; L. O. Barr, Buenos Aires; A. Nelson, Buenos Aires; C. F. McKim, Buenos Aires; C. O. Gorton, Chicago; H. McLerie, Chicago; C. Jacobi, Buenos Aires; M. A. Carranza, Buenos Aires.

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# THE NATIONAL PROVISIONER

Chicago and New York

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Meat Packers

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## Also a Lamb Problem

The lamb market has been the best of  
all livestock markets for a long time,  
but the downturn has come at a time  
when the heaviest lambs of the year are  
on the market. These are largely Colo-  
rados, and Western feeders are making  
a determined effort to overcome their  
losses.

The situation with this class of live-  
stock is much the same as that with  
hogs. The lambs are too fat. The  
stockmen claim the very fact that they  
are fat makes a finer quality lean meat,  
and that properly presented the house-  
wife would not hesitate to take the  
heavier lamb.

These lambs have been selling under  
the price of the light weights, but more  
discrimination has been shown than the  
stockmen think necessary.

Some agencies have laid a part of the  
feeder losses at the door of the retail-  
ers, saying that this product is not being  
sold at a relative discount under light  
lambs, and that therefore housewives  
have not been attracted to it.

Dressed lambs are selling at approxi-  
mately double the price of live lambs,  
depending on quality. As lambs seldom  
dress 50 per cent, and more often under  
this figure, and as the credit for pelts is

none too high at this time, no fault can  
be found with the carcass price.

Loin chops at 60 to 70 cents a pound  
from such carcasses are not too high.  
As in the case of porterhouse steak, the  
fancy cuts must carry the burden of  
the carcass cost, because a considerable  
percentage must be sold at less than  
cost.

Many costs of distribution are over-  
looked when the producer compares  
what he gets for his animals on foot  
with what is paid for the choicest cuts  
from these same animals in first-class  
retail markets in the heart of big cities  
many hundred miles away.

The consumer is willing to do his  
share in eating heavier lamb, provided  
the added weight is not all fat. But  
when consistent meat eaters ask that  
no more of a given kind of meat be  
served in their homes until it can be  
bought without an excess of fat, it is  
time that the producer came in for his  
share of education.

Widespread efforts are being made  
by the meat industry to increase lamb  
consumption. Stickers for menu cards  
are being sent to the railroads of the  
country for use on their dining cars.  
Retailers all over the country are being  
asked to boost lamb, and to make the  
price to the public just as attractive as  
they possibly can, consistent with their  
costs.

If best results are to be secured, how-  
ever, the producer must get in line—  
and do his share!

## A Court for Business

The setting up of machinery for the  
elimination of trade abuses and unecon-  
omic trade practices, marking a further  
step toward the eventual self-government  
of business, is announced by the Chamber  
of Commerce of the United States. The  
board of directors authorized the appoint-  
ment of a permanent Committee on Trade  
Relations to serve as the focussing point  
for all activities in this direction.

The new committee will comprise  
representatives of wholesaling, retailing,  
manufacturing and the consuming public.  
It will serve in the first instance as a  
clearing house for information relating to  
the adjustment of trade disputes and the  
suppression of trade practices detrimental  
not only to the merchant and the manu-  
facturer, but to the consuming public as  
well.

It is recognized that the first task of  
the committee will be to promote the  
setting up of the necessary machinery  
within the various trades to facilitate the  
adjustment of differences between the  
manufacturers, wholesalers and retailers  
in a particular trade. It will aid in the  
adjustment of disputes between members  
of different trades. Eventually, it is ex-  
pected, it will serve as the lead to the  
organization of another committee which

will serve the same purpose in the entire  
structure of trade self-regulation.

As at present contemplated this Joint  
Trades Relations Committee will be com-  
posed of one influential member of each  
trade. Each of the members of this com-  
mittee will be the key man in developing  
in his particular trade a joint trade rela-  
tions committee to include manufacturers,  
wholesalers and retailers.

It is intended that this will be done  
through trade associations. But it is re-  
membered that trade associations usually  
consist of only manufacturers, or only  
wholesalers or only retailers, whereas the  
violations of commercial ethics in the vast  
majority of instances take place in the  
dealings between manufacturers and  
wholesalers or between wholesalers and  
retailers.

Ultimately it may be possible, say the  
promoters, to organize a great central  
clearing house with perhaps a central  
board of conciliation and arbitration for  
the consideration of general ethical ques-  
tions and for the settlement of disputes  
which are not due to controversies relat-  
ing only to one trade.

## Don't Kill the Goose!

Installment buying in the United States  
on eight articles alone to the extent of  
more than \$3,000,000,000 in a single year  
gives some idea of the way the American  
public mortgages its future wage at the  
present time.

These eight articles include no real  
necessity, except possibly furniture. The  
automobile, the radio, electric household  
appliances, musical instruments and jewel-  
ry constitute the bulk of the outlay—all  
in the class of luxuries compared with the  
needs of the nation a few generations ago  
but necessary to present day progress and  
uplift.

Add to this the indebtedness the head  
of the family often assumes for his home  
and for his clothes, and his income is  
heavily mortgaged before he begins the  
purchase of his food supplies.

In view of this, it is not difficult to see  
that the public can be expected to pay  
only a nominal price for any one food prod-  
uct, however appetizing that product may  
be. When the price gets too high con-  
sumption must be decreased or something  
substituted. As one salaried man aptly  
puts it, "More macaroni and spaghetti and  
less meat in our house last year. We like  
pork, but it's been too high."

The price level at which buying is cur-  
tailed should never be lost sight of by the  
producer of meat animals, the manu-  
facturer of meat, the wholesaler or retail  
distributor.



# PRACTICAL POINTS FOR THE TRADE

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## Kettle Rendered Lard

A Canadian packer wants to know the practice followed in making kettle rendered lard.

He has heard of the merits of different methods of rendering, and is somewhat puzzled as to which is the best. He wonders if the kettle-rendering method is best adapted to his conditions.

He says:

Editor The National Provisioner:

Will you kindly give us a recipe for rendering lard in a jacketed kettle? We want to handle our lard the easiest way, and at the same time get the best results. We have thought that some kind of kettle-rendering will be best, so would like full information on this method.

Following is a standard method for making kettle-rendered lard.

**Ingredients.**—The products entering into kettle-rendered lard are pure leaf, back fat, pork trimmings, caul and ruffle fat. Some concerns now make all of their lard by this method, using killing fat, cutting fat, trimmings, etc., grinding up the less easily rendered part of the fat, bones, etc., by a swing hammer mill.

**Chilling.**—The fat may be chilled before rendering. In fact, hashing and rendering are facilitated considerably if chilling is practised. The hasher generally will disintegrate the fiber more readily, and rendering will take place more quickly and a higher yield result. This is due, of course, to the fact that the fat shrinks upon chilling.

**Hashing.**—In some plants a power hasher of large type is used for hashing. Such hashers are generally equipped with a series of knives, so that disintegration will be thorough. The fat is forced by means of the hasher through a half-inch plate, although a  $\frac{3}{8}$  in. plate is sometimes used.

**Rendering.**—The hashed fat is then gravitated directly to the rendering kettle, equipped with agitators which revolve about 16 to 20 times per minute.

The rendering kettle may be of any size desired. The kettle has a steam jacket which is capable of being subjected to 60 lbs. or more steam pressure. The steam is turned on and the rendering takes place in two to three hours. Sometimes a longer time is required, depending upon the nature of the material.

A good method of operation is this: Turn on steam to jacketed kettle with reducing valve set for 45 lbs. steam, and start the center shaft revolving. Begin to hash the fat into the kettle, using any suitable hasher. The hashed fat should be about the size of hickory nuts. The more uniform the pieces to render, the better will be the color of the lard, because the cracklings will cook uniformly and will brown together.

**Settling and Filling.**—After rendering, a method frequently used is this: The steam is turned off, the agitators are stopped, and the contents of the kettle

are allowed to settle for an hour or so, until the cracklings are well bedded in the bottom of the kettle.

One objection to this method is that the lard does not hold its color and flavor so well, because of remaining in the high heat of the rendering kettle.

Some operators believe that in order to obtain the sweetest flavor and the whitest color, the best practice is to cut off steam pressure altogether a few minutes before the operation is finished. This is done after most of the moisture has been driven off. Agitation, however, is continued. The heat in the product itself and the agitation complete the drying.

It is of the utmost importance that intense agitation be maintained throughout the operation, so that the product shall be evenly and uniformly cooked.

Another method is to drop the lard from the rendering kettle as soon as the cracklings turn yellow (usually at a temperature of 255 degs. to 260 degs. F.) into a shallow receiver, so that the high heat of rendering may be dissipated as soon as possible. In 20 to 30 minutes after running into this receiver, lard can be drained off clear and white, with good flavor.

**Packaging.**—The lard is then siphoned off through two strainers—one  $\frac{1}{8}$  in. and one of cheese cloth—into containers, and is filled directly into the final package without any further processing. The filling in the final packages is generally done

in a refrigerated room, and the lard is chilled as quickly as possible.

[Recent developments in dry rendering as applied to lard, which if adopted generally may bring about a marked change in methods, will be described in a special article in an early issue of THE NATIONAL PROVISIONER.]

## Bockwurst Sausage

The season is near at hand when the old-fashioned sausage known as "Bockwurst" is most popular. This sausage is not so extensively used now as in earlier years, but there is still a good demand for it in certain sections.

An Illinois sausage maker finds a call for the product and asks for a recipe. He says:

Editor The National Provisioner:

Please send me formula for a good grade of Bockwurst.

The following formula may be used for Bockwurst:

**Meats:**

35 per cent boneless veal

65 per cent reasonably lean pork trimmings, running about 65 per cent lean and 35 per cent fat.

**Seasoning for 100 lbs. meat:**

6 oz. ground white pepper

4 oz. granulated sugar

1½ oz. ground meat

1 oz. ground cloves

Teaspoon lemon extract

1 doz. raw eggs

8 oz. chives

1 gal. cold milk.

Grind fresh veal and fresh pork trimmings through  $\frac{1}{8}$  in. plate of hashing machine. Weigh off in proper proportions and put in silent cutting machine. Chop the veal first for about one minute, then add the lean fresh pork trimmings and chop all together for about two minutes additional.

Be very careful not to chop the pork trimmings fine enough so that they will render to grease. The consistency of the product should be about the same as for high grade frankfurters.

Add the eggs, cold milk and seasoning in the silent cutting machine when chopping.

Product is usually stuffed in sheep casings, and is unsmoked and uncooked, and is generally sold locally and in a strictly fresh condition.

As this product is highly perishable, it should be made only when needed to fill orders.

In former years this product was very popular among certain classes of the trade in the spring of the year, but in more recent years there is not so much demand for it.

## Learn About Sausage

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

## Tallows and Greases

How about your tallows and greases?

Are you turning out the maximum quantity of high grade material, or is too large a proportion going into lower grades? The difference between high grade and lower grade tallows and greases is sometimes due to carelessness or ignorance.

Directions for making white or brown greases, oleo oil, tank oil, mutton oil, etc., have been prepared by THE NATIONAL PROVISIONER. They are reprinted in handy leaflet form, and may be had by subscribers by sending in the coupon below, together with a 2c stamp.

The National Provisioner,

Old Colony Bldg., Chicago, Ill.:

Please send me reprint on Tallows and Greases.

Name .....

Street .....

City .....

Enclosed find 2 cent stamp.

## Substitute for Gelatine

A Western packinghouse superintendent who is always looking for the best practices in handling product has heard of the use of agar-agar for lunch tongue. He wants to know about it, and writes as follows:

Editor The National Provisioner:

I have been informed that some packers add agar-agar to their canned export lunch tongues. I would appreciate any information that you could give me about this.

The inquirer wants information on the use of agar-agar in canned export lunch tongue.

This is used as a substitute for gelatine in the meat liquid placed in the cans for firmness. The product is a substance obtained from seaweed. Where used in canned meat products in federal inspected houses, its presence must be shown on the label.

Some concerns have objected to its use, as they believed it produced a peculiar odor. The general preference is for a good grade of gelatine, which has proved to be universally satisfactory and is odorless.

## Operating Pointers

(Continued from page 18.)

### Purchasing Agent's Judgment.

If the purchasing agent exercises the right of buying coal or oil on a price basis, and continues to do so, disregarding its adaptability to existing equipment and with small regard for quality, high steam costs are inevitable.

**The engineer should pass final judgment, not alone on the fuel he burns, but on all power plant equipment.** The purchasing department is a clearing house for the detail work only, as far as the boiler room is concerned.

The generation of power, supplying of compressed air, water, etc., is in a broad sense a manufacturing process. Accurate knowledge of production costs is as important to the power plant engineer as to the superintendent.

### Detailed Costs Should Be Known.

Not only should the total producing cost be accurately known, but the total should be itemized into steam expense, light and power refrigeration and plant costs.

Repairs, supplies, labor, interest and depreciation are all factors which are to be considered, as they effect the unit cost.

Often interest on the investment and depreciation are not reckoned when figuring power costs. And yet these two factors may add 50 per cent to the apparent cost of generating power. A very high overhead goes with the business of manufacturing power.

### The Importance of Records.

The obtaining of clearly defined costs rests entirely upon the systematic keeping of daily records and analysis of operating charts.

Some plants save their recording charts and use them again with a different colored ink. Thus it is possible to obtain a daily comparison day for day with the operation of the preceding year.

Records are of no value unless they are analyzed for improved future operation. To fulfill this function they must necessarily be correct.

## Where Does the Power Go?

Besides knowing the power costs, this department must find out where the power is going. The requirements of heat, light and power should be charged to every department exactly as though they were purchased from a public utility plant.

Of course this requires complete metering, but meters are necessary instruments for any power plant. Without them accurate cost data is impossible. The department is fighting an up-hill battle in its efforts to prevent waste or reduce costs.

The engineer usually has little to say regarding the distribution of power to the manufacturing departments. However unimportant he may be in this respect, if he can install the right meters a record of the readings will often prove effective in limiting excess consumption and "nailing" excess costs.

### Don't Hang On to Old Equipment.

We are fully aware that we are living in a unique industrial age. At no time have improvements in equipment to produce power been so rapid. The advance is at such a pace that each new plant is in itself inherently different than the preceding one. Even some of the large central stations, in course of construction, have found equipment obsolete by the time the station was completed.

And how we cling to that old equipment! Even though the original cost has been charged off through depreciation several times. It is human nature to hold onto the material thing, even though linked by inefficiency and high cost. It seems better to get along in any manner, rather than make the change that will spend money.

This trait has cost modern industry untold losses in decreased production and increased overhead. If tolerated in the power plant it will prove costly, because that department can be a source of profit and economy more than any other.

Avoid waste. Many crusades are started daily against this menace, and just as many fail to "carry on." An evil corrected once does not stay put. Incessant hammering is ever necessary.

### Many Plants Waste Half Their Power.

Many plants waste 50% of their power. A few cut this 20% or 30%. Plants enduring such a loss are dangerous to their own welfare.

It is well within the province of the mechanical department to lend its aid in the

crusade against waste of power. Is the superintendent of your plant furnished the maximum power for the money expended?

Few are keenly interested in annexing added responsibility. However, all are interested in the general welfare of the company by whom they are employed.

The principle of seeing that the customer receives maximum service extends to the power plant quite as much as to the correct preparation of product for the market.

### Get Cooperation of Men.

There are four major types of power transmission. Each has its correct application. Knowing their merits enables the power engineer to advise on the best installation, thus minimizing waste of the element he manufactures, and becoming of greater value to himself and his company.

The good executive is the one who can train others to perform the ordinary tasks for him.

The engineer does not usually have a large number of men under his supervision. But on their shoulders rest the possibility of making or breaking the efficiency of the plant.

Cooperation and loyalty are absolutely essential. Firemen who do not watch the feed water, have holes in their fires, forget that dampers are put on boilers to be used, do not worry about the cleanliness of the flues, are men who cost the company money. The engineer who can develop team-work among his crew will ordinarily have few worries, and will maintain low power costs.

### Avoid Dirt and Disorder.

Eliminate dirt. This does not necessarily mean that the floor is swept once a day, or all grease and oil drippings are mopped up.

Bolts, pieces of wire, rods, waste, anything lying around can be classed as dirt. There is a place for everything and everything has its place. Unless equipment is maintained in good order, dirt accumulates with astonishing rapidity, resulting in slipshod methods.

Noise is usually a manifestation of waste. Steam hissing, hammering connecting rods, can cause expense.

Noise is wear expressing itself, and should be attended to with tool or lubricant. The larger wastes are obvious, but the ordinary run of jobs known as repairs are just as important in the final reckoning.

### Keep Up to Date.

Keep abreast of the times.

Today we have one automobile to every six persons. The radio industry has jumped from a million dollars a year to a million per day, inside of five years. Alcohol is being made from sawdust. Artificial silk is being manufactured from pulp fibre.

Who knows when the process of handling livestock for market, or the disposition of by-products will be entirely revolutionized?

It is necessary to keep abreast of the times. There is no easier method than reading the columns of THE NATIONAL PROVISIONER.

Keep constantly in touch with new ideas. Three dollars in the bank will give you nine cents a year interest. The same money put in a good trade journal will give you value received far in excess.

The time will never come when the engineer or executive who is up to date will fail to make good.

No power plant will run itself. There have been developed many automatic machines, but none so far where the power plant will operate without efficient supervision.

Economies cannot be obtained unless some one is striving constantly toward that end. The iron slaves of the packing plant are maintained only through eternal vigilance.

## Make Right

A packinghouse foreman with a lot of practical experience has been visiting a number of pork packing plants recently.

He kept his eyes open—and what he saw was a lot!

He will tell what he saw in THE NATIONAL PROVISIONER, and will draw some practical conclusions. There will be "Don'ts" and "Do's" all the way from the shackling pen to the curing cellars.

Watch for "The Foreman."



# "Ignorance is the cause of economic waste"

—said Mr. O. H. Cheney, Vice-President of the American Exchange-Pacific National Bank, New York City, in a recent address. "Ignorance of the facts of supply and demand is the cause of troubles which afflict the separate industries. Ignorance of efficient business methods is the cause of individual failure."

There is no need, today, for the individual business man to be in the dark about conditions and improved practice in his field. The business press particularly those publications belonging to the A.B.P., are serving industry better and more completely than ever before.

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## THE NATIONAL PROVISIONER

*The Only A. B. C. or A. B. P. Paper in the Meat Packing and Allied Fields*

# A Page for the Packer Salesman

## Evils of Price Cutting

### "Quality and Service" Better Motto Than "Volume"

Commenting on the evils of price cutting, an Indiana sales manager says: "Selling on a cut-price basis is bad business in any line, it seems to me. And in the meat line it leads dangerously close to ruin."

In a letter to THE NATIONAL PROVISIONER, this Indiana correspondent expresses the belief that volume must be linked with quality and service for a fair return. He shows how easy it is to move good product, often regardless of price. He says:

Editor THE NATIONAL PROVISIONER:

No meat salesman worthy of the name should be allowed to carry an order book or use the telephone unless he is thoroughly "sold" on his house and on his product.

If he, himself, is not sold first, he can't sell the goods, regardless of price.

If he is 100 per cent sold, he can sell the goods—and I would almost venture to assert, regardless of price.

The fellow who continually shaves the price in order to get the business is not a salesman—he is just an order-taker.

A real salesman ought not to feel sorry for himself or his house when one of these cut-price persons takes an order away from him. Rather, he ought to congratulate himself that he is working for a house that has the determination to conduct its own business of merchandising a good product at a legitimate margin of profit, regardless of price competition.

The packing business is no different from any other. No business can operate very long at a loss. Some that appear to do so must be cutting quality or service somewhere along the line.

But selling the product of a good house on its merits is not so hard, if real salesmanship is used.

Not long ago our firm secured some fifty-odd head of fine baby beef. Our salesmen were brought to the cooler to inspect this choice line, and were shown that its cost necessitated a mark-up of about two cents on the pound, in order to let us out at a small legitimate profit.

We had no difficulty in getting about thirty of our regular dealers to take the stuff at the premium price. It was worth the money and they had no trouble in moving it.

We ran an ad in each local paper, telling the public about the prime baby beef available, and listed the names and addresses of the dealers having it. We advertise regularly anyway, in a modest way, and these ads did not cost us much more than our regular space.

They not only helped the dealers move the higher-priced, better-grade meat, but created the impression that these merchants run progressive, quality stores. Incidentally, our house shared in this public impression.

The dealers appreciated our co-opera-

## Sentence Sermons

Written for THE NATIONAL PROVISIONER  
By Roy L. Smith.

### IT IS VERY CONVENIENT—

- To have a good reputation if you have to go to court.
- To have a friend who is still willing to go your bond if you need one.
- To know your line a little better than your competitor.
- To be able to get the order signed up—it saves alibis.
- To have a wife who is willing to help economize when it is necessary.
- To be out of debt when the boss is laying off help.
- To have no skeletons in your past if you expect to run for office.

tion, increasing the good will which we try to maintain with them.

We are in the business of marketing meat and meat products at a fair price. Volume is important, but we believe that in order to keep our business on a firm and permanent basis, volume must be linked with quality, service and a fair return.

Yours truly,  
PACKER MANAGER.

## ANY MORE LIKE THIS?

### Wouldn't These Jar You?

By golly, we sympathize with the man who grabbed the b'ar by the tail, and then hollered for someone to help him let go! This "pun blizzard" has got us most swamped!

It started (we repeat for the benefit of those who have just woke up!) with this little bit of repartee:

"Just because you're a ham, don't think you're Swift."

"Do you know any more like that?"

"No, but there Armour."

While on the subject, Oburn of Dold's Wichita bunch sends this in:

"If Armour was as Swift as Niagara, he would know whose ham we mean. So just because Niagara is Swift, don't let your Rath arise or a Blackhawk will get you sure, my Puritan American Beauty."

This one from Penrose of the Durr outfit gets back to verse:

"We admit we've heard of Premium,  
And have heard them ask for Star;  
We appreciate Dold's Quality  
That's had some beat by far.  
But out of every cross-road, street and alley  
Comes the cry for Mohawk Valley;  
They know it stands the test,  
For it's Durr's, and is the best!"

And a famous sales manager took time off to pen this one:

"In Detroit Cadillac Armour than Swift,  
In fact, they are Supreme;  
They're on every rack, none ever sent back,  
And the flappers call them "Old Bean!"

They've heard about it abroad, for this one in German metre comes from our old friend R. Christiansen of Hamburg:

"When you do your ham and bacon buyin'  
Don't act so Swift, you know there Armour;  
Certified is of all selected ones the doyen,  
And you Wil-son find out you'll sell a car more."

These certainly win the stogies! Who's next?

## Be Friendly With Trade Salesman Must Gain Friendship of Customers to Succeed

By H. M. Kern.

[EDITOR'S NOTE.—This article was written especially for the "Salesman's Page" by a salesman subscriber.]

The salesman who forms a warm and lasting tie of friendship with his customers is a good business getter and a successful salesman.

By friendship I do not mean affectation or pretense.

The man who pretends a friendship he does not feel, in the hope of getting orders, is skating on thin ice. He is faking and offering the retailer a substitute—a cheap counterfeit for interested friendly service.

### Buyers Can Sense a Fake.

The average buyer will sense insincerity in this respect even quicker than he would suspect wilful misrepresentation of goods. Having detected this false note in the salesman's appeal, he resents it and naturally loses interest in the product. But worst of all, he loses respect and confidence in the man.

On the other hand, the salesman who enjoys the genuine mutual friendship of his trade has a great advantage. Many things are in his favor from the start.

Friendly relations between buyer and seller naturally imply good will, respect and trust. This is the very attitude the salesman seeks to create in the mind of his prospect every time he talks his goods.

### Buyer on the Defensive.

Quite naturally the shrewd buyer hedges himself about with suspicion, caution and even distrust. He is on the defensive. He has to be shown.

Courtesy and friendliness will break down these obstacles, just as the sun melts the snow. But they must ring true. These qualities cannot just be assumed or affected.

The real salesman likes people, both individually and collectively. He is always interested in the welfare and success of his customers. It is genuine interest, too.

He knows that the interests of his house, the retailer and the salesman are identically the same.

### HIGHER UP ON THE HOG.

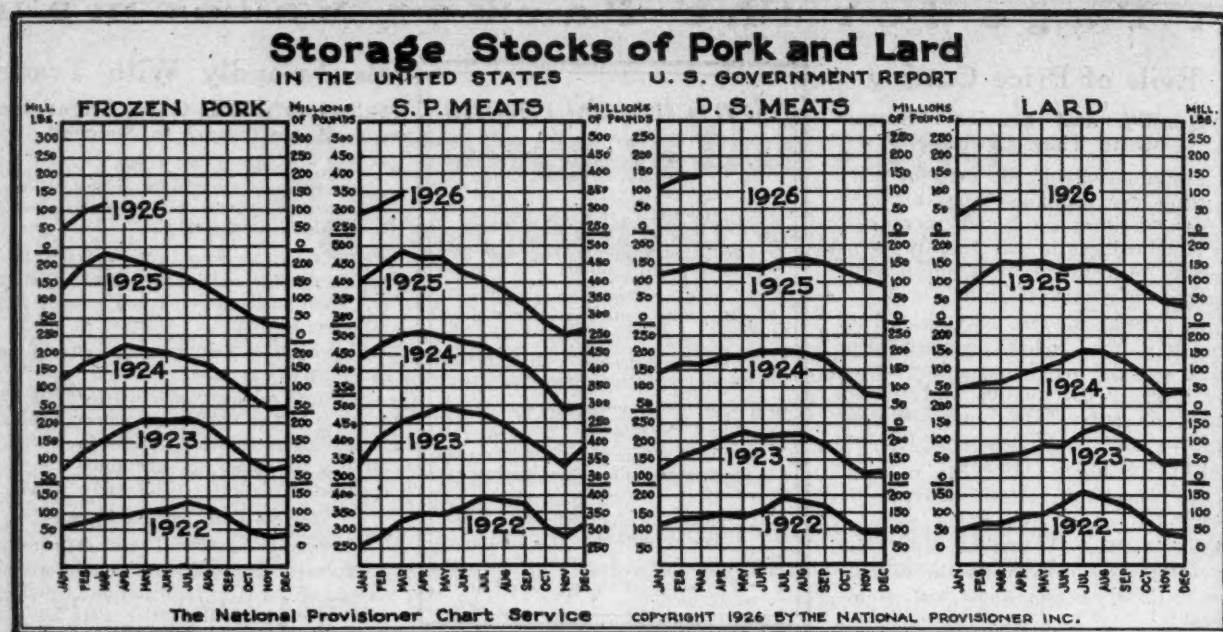
"Breden an' sistern," said Parson Jones, "ah got sumthin' ah wants to talk to you all about, an' ah'm goin' to do it befo' the season gits any oldah.

"Las' wintah, every time th' frost come, an' you all went out and killed yer hawks, ah natchally expected to git me some pohk. But all ah evah got all wintah was jes' pig's feet, pig's feet. Ah got so ti'ad of pig's feet ah couldn't look a hawg in th' face.

"An' what ah wants to ernounce to you all right now is, that if you all expect me to preach in dishere congregashun DIS wintah, ah'm jes' natchally goin' to have t' eat higher up on th' hawg, 'ats all—higher up on th' hawg."

—Old Hickory Smoke.





This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of storage stocks of pork and lard for January and February, 1926, with comparisons for the four years previous.

Storage stocks on March 1, 1926, were considerably heavier than those of a month ago, but were still below those of the five-year average of that date.

Frozen pork stocks increased some 22,000,000 lbs. during the month. The increase is attributable to the fact that the months of January and February are naturally periods of accumulation, when product must be stored for future use.

S. P. meats showed a 28,000,000 lb. increase during the month. Stocks must be accumulated to supply the Easter trade and the summer boiling ham demand. In spite of the increase, however, stocks of S. P. meats are about 80,000,000 lbs. below the five-year average.

A comparatively small increase—only 6,000,000 lbs.—was registered by D. S. meats during the month, due largely to the smaller hog runs. The supply of this product is some 76,000,000 lbs. below the five-year average.

Lard showed an increase of 12,000,000 lbs. during the month, and is only about 15,000,000 lbs. under the five-year average. This is due largely to the heavier hogs now coming to market, which carry a considerably larger percentage of fat.

### STOCKS IN COLD STORAGE.

The figures on which the above chart is based are as follows, in pounds:

	1922	1923	1924	1925	1926
Jan. ...	51,208,000	52,822,000	111,071,000	47,541,000	47,541,000
Feb. ...	71,722,000	284,487,000	128,689,000	61,202,000	61,202,000
Mar. ...	86,219,000	321,950,000	139,281,000	61,297,000	61,297,000
Apr. ...	98,785,000	347,275,000	145,182,000	86,031,000	86,031,000
May ...	106,907,000	348,804,000	142,080,000	96,065,000	96,065,000
June ...	114,571,000	362,395,000	137,689,000	123,798,000	123,798,000
July ...	128,968,000	391,474,000	136,946,000	154,254,000	154,254,000
Aug. ...	117,908,000	385,092,000	179,856,000	143,084,000	143,084,000
Sept. ...	84,815,000	360,187,000	165,668,000	119,755,000	119,755,000
Oct. ...	46,796,000	315,517,000	122,788,000	76,338,000	76,338,000
Nov. ...	30,686,000	278,811,000	85,671,000	36,750,000	36,750,000
Dec. ...	33,774,000	302,708,000	83,017,000	32,506,000	32,506,000

	1922	1923	1924	1925	1926
Jan. ...	72,278,000	377,107,000	121,126,000	48,808,000	48,808,000
Feb. ...	120,198,000	412,806,000	155,822,000	56,268,000	56,268,000
Mar. ...	154,377,000	451,279,000	178,024,000	59,101,000	59,101,000
Apr. ...	189,115,000	469,130,000	206,429,000	66,748,000	66,748,000
May ...	213,224,000	499,119,000	227,728,000	85,251,000	85,251,000
June ...	210,648,000	453,673,000	214,453,000	84,530,000	84,530,000
July ...	217,074,000	473,569,000	217,552,000	122,384,000	122,384,000
Aug. ...	195,002,000	449,441,000	221,716,000	143,578,000	143,578,000
Sept. ...	148,753,000	413,798,000	191,711,000	115,860,000	115,860,000
Oct. ...	98,715,000	367,374,000	146,974,000	72,008,000	72,008,000
Nov. ...	71,640,000	325,456,000	108,850,000	35,225,000	35,225,000
Dec. ...	82,008,000	394,604,000	110,824,000	35,517,000	35,517,000

	1922	1923	1924	1925	1926
Jan. ...	126,783,000	432,726,000	147,487,000	49,822,000	49,822,000
Feb. ...	165,832,000	468,373,000	168,141,000	56,181,000	56,181,000
Mar. ...	199,428,000	500,038,000	168,145,000	68,557,000	68,557,000
Apr. ...	227,284,000	512,190,000	192,934,000	85,722,000	85,722,000
May ...	215,767,000	500,688,000	191,882,000	102,517,000	102,517,000
June ...	201,728,000	488,372,000	206,000,000	127,949,000	127,949,000
July ...	188,568,000	473,614,000	212,158,000	152,529,000	152,529,000
Aug. ...	164,461,000	443,795,000	202,002,000	150,245,000	150,245,000
Sept. ...	121,816,000	408,028,000	180,127,000	124,676,000	124,676,000
Oct. ...	77,884,000	351,485,000	135,702,000	83,198,000	83,198,000
Nov. ...	42,857,000	285,516,000	81,906,000	31,705,000	31,705,000
Dec. ...	48,556,000	300,264,000	76,960,000	35,542,000	35,542,000

	1922	1923	1924	1925	1926
Jan. ...	128,882,000	396,414,000	117,982,000	60,243,000	60,243,000
Feb. ...	200,293,000	443,352,000	136,478,000	112,607,000	112,607,000
Mar. ...	232,131,000	494,849,000	150,679,000	152,485,000	152,485,000
Apr. ...	218,715,000	466,028,000	142,000,000	150,094,000	150,094,000

May ...	201,246,000	467,395,000	145,548,000	151,499,000
June ...	180,645,000	426,481,000	142,292,000	138,265,000
July ...	108,527,000	407,610,000	162,618,000	145,919,000
Aug. ...	131,985,000	378,227,000	164,574,000	145,924,000
Sept. ...	98,078,000	338,156,000	162,558,000	114,724,000
Oct. ...	54,455,000	284,592,000	128,288,000	71,338,000
Nov. ...	30,174,000	255,584,000	106,204,000	36,640,000
Dec. ...	26,965,000	260,641,000	96,995,000	33,311,000

	1922	1923	1924	1925	1926
Jan. ...	87,960,000	294,642,000	119,617,000	42,478,000	42,478,000
Feb. ...	98,311,000	317,236,000	138,005,000	64,187,000	64,187,000
Mar. ...	120,106,000	347,220,000	144,482,000	76,553,000	76,553,000

### CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on March 14, 1926, with comparisons, are reported as follows by the Chicago Board of Trade:

	Mar. 14, 1926.	Feb. 28, 1926.	Mar. 14, 1925.
Mess pork, new, made since Oct. 1, '25, brls. ....	1,151	306	174
P. S. lard, made since Oct. 1, '25, lbs. ....	20,196,586	19,787,891	67,355,945
Other kinds of lard, S. R. middles, made since Oct. 1, '25, lbs. ....	3,360,132	3,203,070	10,035,601
D. S. cl. bellies, made since Oct. 1, '25, lbs. ....	490,000	363,500	6,250,522
D. S. cl. bellies, made prev. to Oct. 1, '25, lbs. ....	16,102,567	14,960,241	7,062,524
D. S. rib bellies, made since Oct. 1, '25, lbs. ....	63,603	656,474	.....
D. S. rib bellies, made prev. to Oct. 1, '25, lbs. ....	1,960,230	2,135,913	4,332,807
Ex. sh. cl. middles, made since Oct. 1, '25, lbs. ....	220,843	245,810	.....
Ex. sh. cl. middles, made prev. to Oct. 1, '25, lbs. ....	230,303	237,005	354,005
.....	.....	8,312	.....

### LARD AND GREASE EXPORTS.

Exports of lard from New York March 1 to March 17, were 27,841,710 lbs.; tallow, none; greases, 1,395,200 lbs.; stearine, 6,800 lbs.

### BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, March 15, 1926.

Pork products remain about the same on this market. Market is quiet with exception of light A. C. hams, for which there seems to be an unsatisfied demand for prompt and deferred shipment. Stocks are light, while holdings of clear bellies and heavy Cumberlands are heavier. Supplies of other pork products, including lard, medium.

A. C. hams, light Cumberlands and other cuts in good demand in Ireland, are moving in good quantity. Other cuts in less demand; c.i.f. offers continue higher than spot prices.

Arrivals of frozen pork on the Smithfield market for the week about the same as last week. Market slightly firmer.

Today's prices are as follows: Shoulders, square, 82s; picnics, 80s; hams, long cut, 114s; American cut, 120s; bacon Cumberland cuts, 99s; short backs, 105s; bellies, clear, 93s; Canadian, 109s; Wiltshire, 98s; spot lard, 75s.

### IRISH TO TAX AMERICAN PORK.

Information has reached this country that the Irish Free State Government is contemplating a tariff duty of four cents per pound on American pork products imported into Ireland. American packers have been supplying the Irish Free State with large quantities of pork products, and this action, if it goes through, will place a severe handicap on exporting packers in this country. This matter will be decided early in April, it is said.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Market Quiet—Undertone Barely Steady**  
—Hogs Irregular—Cash Trade Limited  
—Stocks Increase Slightly—Hog Receipts Moderate.

A rather moderate and mixed trade again features the market for hog products the past week. And, while prices backed and filled with commission houses on both sides, the undertone was barely steady, particularly in lard, due to long liquidation which uncovered limited support, and selling at times by brokers with packers connections.

The bulk of the support appeared to come from shorts, although sentiment was mixed and there was some investment buying of lard on the setbacks. On the whole there was nothing particularly new in the situation the past week.

### Chicago Lard Stocks Small.

The weakness in grains had some sympathetic influence, and reports of fair to slow cash demand was again a factor. But it is quite noticeable that notwithstanding these complaints the stock of lard at Chicago does not increase to any extent and is considerably smaller than at the same time last year.

This fact taken into consideration with the fact that the stocks of cottonseed oil in the visible supply as of March 1st were 180,000 bbls., or 72,000,000 lbs. less than at the same time last year, speaks well for betterment in the domestic lard demand in the immediate future as the oil stocks are decreasing at an unusually rapid pace and the price of compound and pure lard has been steadily working closer together of late.

In fact, there have been some intimations the past week that some of the consuming interests have swung back to pure lard, but this does not appear to be general as yet, although it is the belief of some of the shrewdest oil operators that the oil situation is such that compound must go to a premium over lard to prevent an acute situation in oil the balance of the season.

The production of lard during February was about 127,000,000 lbs., against 162,000,000 lbs. the previous year and the five year average of 156,000,000 lbs. The stock of lard in the country on March 1st was 76,553,000 lbs. against 151,927,000 lbs. a year ago and the five year average of about 92,000,000 lbs. The lard stocks at Chicago on March 15th were 23,557,000 lbs., an increase of only about 600,000 lbs. during the first half of this month, compared with a stock in mid-March last year of 77,392,000 lbs.

### Export Movement Liberal.

The export movement continues very liberal, the Department of Commerce showing lard clearances March 6th of 17,390,000 lbs., against 10,168,000 lbs. the same week last year. The hog movement was again moderate, but was more in line with the run at this time last year. There is little question but what the hog marketing will increase somewhat in the future, but offsetting this is the fact that stocks need replenishing, and with rather full employment the country over there is every likelihood of a continued good demand for hog products in general.

The average price of hogs at the close of last week was \$12.05, compared with \$12.10 a week ago and \$13.95 a year ago.

The average weight of hogs at Chicago last week was 246 lbs., against 247 lbs. the previous week and 229 lbs. a year ago. Receipts and disposition of livestock at 64 public stock yards for February, 1926, are reported as follows:

Cattle and Calves.			
	Receipts.	Local slaughter.	Total shipments.
Total .....	1,551,087	1,012,920	531,548
Increase or decrease* ..	+21,342	+45,598	-23,347
Per cent .....	+1.4	+4.7	-4.2
February average,			
5 years, 1921-1925..	1,403,893	861,123	540,980
Increase or decrease* ..	+147,144	+151,800	-9,452
Per cent .....	+10.5	+17.6	-1.7
Calves.			
Total .....	485,064	355,005	140,309
Increase or decrease* ..	+12,307	-322	+13,483
Per cent .....	+2.6	-0.1	+10.6
February average,			
5 years, 1921-1925..	393,586	294,400	104,226
Increase or decrease* ..	+92,078	+60,596	+36,143
Per cent .....	+23.4	+20.6	+34.7
Hogs.			
Total .....	3,372,127	2,034,948	1,344,923
Increase or decrease* ..	-1,185,042	-975,178	-236,182
Per cent .....	-20.0	-32.4	-14.9
February average,			
5 years, 1921-1925..	4,401,231	2,789,473	1,618,708
Increase or decrease* ..	-1,029,104	-754,525	-273,785
Per cent .....	-23.4	-27.0	-16.9
Sheep and Lambs.			
Total .....	1,485,064	862,752	615,180
Increase or decrease* ..	+97,733	+151,623	-59,876
Per cent .....	+7.0	+21.3	-8.0
February average,			
5 years, 1921-1925..	1,416,871	767,925	651,267
Increase or decrease* ..	+68,293	+94,827	-36,078
Per cent .....	+4.9	+12.3	-5.5

\*Compared with Feb. 25.

**PORK**—The market was steady with trade light. Mess New York quoted at \$37; family, \$38@40; fat backs, \$28.50@32.00.

At Chicago mess was quotable at \$34.

**LARD**—The market was dull and irregular with prime western New York, \$15.25@15.35; middle western, \$15.10@15.20; city, 14¢@15¢; refined continent, 15¢; South American, 16¢; Brazil kegs, 17¢.

At Chicago regular lard in round lots quoted at 30¢ under May; loose lard, 107½¢ under May and leaf lard 157½¢ under May.

**BEEF**—The market was firm with a fairly good demand, with mess New York \$24@26; packet, \$21@23; family, \$25@27; extra India mess, \$45@47; No. 1, canned corned beef, \$3; No. 2, \$5.25; 6 lbs., 18.50; pickled tongues, \$55@60 nominal.

SEE PAGE 37 FOR LATER MARKETS.

### BRITISH PROVISION MARKET.

The market in Liverpool for American pork products for the week ending March 13, 1926, remains about the same, the market continuing quiet, with the exception of light American cut hams, light pork cuts, and picnics.

The stocks of light American cut hams are small, while the holdings of clear bellies and heavy Cumberlands are large. Supplies on this market of other pork products, including lard, are medium. The demand for light American cut hams, light Cumberlands and those pork cuts which are usually in good demand in Ireland are moving in good quantity. Other pork cuts are in poor demand.

The price range in shillings per 100 pounds as of March 12, compared with the two weeks previous, is as follows:

	March 12.	March 5.	Feb. 25.
Hams, AC, light.....	115@120	116	114s
Cumberlands, light.....	100@103s	99@102s	99s
Cumberlands, heavy.....	98@100s	98@100s	98s
Clear bellies.....	92@95s	92@95s	95s
Picnics.....	80@85s	79@81s	78@80s
Square cut shoulders.....	94@95s	91s	82s
Hams, long cut.....	114@116		
American Wiltshires.....	94@96		

C.i.f. offers, for the larger part, continue higher than prices offered for spot goods.

### GERMAN PROVISION MARKET.

There has been no appreciable quickening in the trade of pork products in Hamburg during the week ending March 13, 1926, says Trade Commissioner E. C. Squire in a cable to the U. S. Department of Commerce.

Stocks and prices of various products are as follows: Extra neutral lard and refined lard, stocks medium, demand medium. Fat backs, demand poor, stocks medium. Frozen pork livers, demand medium, stocks light, bringing \$17.50 per 100 kilos. The approximate receipts of lard in metric tons for the week was 5,140.

Arrivals of pigs at 20 German markets for the week were 67,000, compared with 70,000 for the same week of last year. The top Berlin price was 17.54 cents per pound, compared with 14.50 cents per pound for last year.

### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States, during the week ending March 13, 1926, are reported as follows, with comparisons, by the U. S. Department of Commerce:

Hams and Shoulders, Including Wiltshires.

	Mar. 13, 1926.	Mar. 14, 1925.	Feb. 27, 1925.	Mar. 12, 1925.
	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	860	1,790	2,713	142,412
To Belgium.....	6			3,078
Germany.....		42		562
Netherlands.....				130,140
United Kingdom.....	908	1,394	2,470	1,131
Other Europe.....	30	156	41	4,029
Canada.....	194	174	175	8,429
Cuba.....	22	24	20	4,400
Other countries.....				

Bacon, Including Cumberlands.

	Mar. 13, 1926.	Mar. 14, 1925.	Feb. 27, 1925.	Mar. 12, 1925.
	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	3,826	7,456	3,931	150,867
To Belgium.....	302	544		5,038
Germany.....		713		8,951
Netherlands.....	30	135		4,897
United Kingdom.....	2,968	5,867	2,843	92,165
Other Europe.....	422	155	30	10,074
Canada.....	70	34	50	5,185
Cuba.....	1			15,457
Other countries.....	3	2	8	1,002

Lard.

	Mar. 13, 1926.	Mar. 14, 1925.	Feb. 27, 1925.	Mar. 12, 1925.
	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	12,231	16,881	17,093	477,700
To Belgium.....	295	850		12,508
Germany.....	5,305	8,103	6,727	142,723
Netherlands.....	1,157	1,480	2,463	34,530
United Kingdom.....	3,216	3,877	6,200	145,080
Other Europe.....	311	458	145	27,489
Canada.....		111	175	8,271
Cuba.....	1,051	1,060	1,375	51,450
Other countries.....	996	376	800	35,411

Pickled Pork.

	Mar. 13, 1926.	Mar. 14, 1925.	Feb. 27, 1925.	Mar. 12, 1925.
	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	211	418	397	19,233
To Belgium.....				214
Germany.....		56		496
Netherlands.....	5			82
United Kingdom.....		32	136	1,985
Other Europe.....	77	6		1,829
Canada.....	91	250	138	5,831
Cuba.....	21	11	22	2,855
Other countries.....	17	52	101	6,020

TOTAL EXPORTS BY PORTS.

	Hams and shoulders.	Bacon.	Lard.	Pickled pork.
	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	860	3,826	12,231	211
Boston.....	12	31	70	7
Detroit.....	514	461	236	20
Port Huron.....	71	129		64
Key West.....	194	1	825	
New Orleans.....	22	3	1,255	36
New York.....	47	3,191	9,800	82
Philadelphia.....			55	
Portland, Maine.....				

DESTINATION OF EXPORTS.

	Hams and shoulders.	Bacon.	Lard.
	M lbs.	M lbs.	M lbs.
Exported to			
United Kingdom (Total).....	609	2,968	
Liverpool.....	363	1,428	
London.....	47	658	
Manchester.....	37		
Glasgow.....	65	1	
Other United Kingdom.....	66	771	
Exported to			
Germany (Total).....		5,205	
Hamburg.....		4,970	
Other Germany.....		220	

\*Revised to January 31, 1926.



# Packing House By-products

**T**HE Policy of DARLING & COMPANY since the inception of the company over forty-three years ago has been to work on a small margin of profit and to strive for large volume.

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## **DARLING & COMPANY**

**CHICAGO**

**General Office: Ashland Ave. at 42nd St.**

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW.**—The market for tallow the past week had been quiet and barely steady with a more or less routine demand, with some small business passing on the recently established basis of 9½¢ for extra New York. Sentiment, however, was in the main bearish and some close observers of the situation were inclined to look for the next round lot business to go through at ¼ to ¼¢ under that figure.

With buyers and sellers apart, a great deal depended on who would have to make the first move, but reports indicate that soapmakers are well supplied for the time being, while, on the other hand, producers were not inclined to lower their ideas.

At New York special was quoted at 9¢; extra 9½¢ and edible at 9½¢.

At Chicago trade in tallow was slow with business spotty and the market about steady. Edible quoted at 10¼¢; fancy, 10¢; prime packer, 9¾¢@9½¢; and No. 1 at 9½¢.

At the London auction on Wednesday, March 17th, some 1,100 casks were offered and 424 sold at prices unchanged from last week, with mutton quoted at 43s 6d@45s; beef, 41s 6d@43s and good mixed at 41s 6d.

Australian tallow at Liverpool was unchanged for the week with prime quoted at 43s and good mixed at 41s 9d.

**STEARINE.**—The market was rather quiet and about steady with buyers and sellers apart here also, resulting in a slower market. At New York oleo was quoted at 12¼¢@12½¢.

At Chicago the market was dull and steady, with oleo quoted at 12¢.

**OLEO OIL.**—The market was about steady with trade slow, consumers apparently holding off and awaiting developments. Extra N. Y. quoted at 13¢; medium, 12¼¢ and lower grades, 11½¢.

At Chicago extra quoted at 12¼¢.

SEE PAGE 37 FOR LATER MARKETS.

**LARD OIL.**—A fair demand for the better grades was in evidence, but the off grades were in slow request. On the whole the undertone was steady.

At New York edible quoted at 17¼¢; extra winter, 14¼¢; extra, 14½¢; extra No. 1, 13½¢; No. 1, 13¢; No. 2, 12¾¢.

**NEATSFOOT OIL.**—Small demand has been in evidence and with buying of a hand to mouth character the undertone has been about steady. At New York pure quoted at 17¼¢; extra, 13½¢; No. 1, 13¢; cold test at 22¼¢.

**GREASES.**—Lack of improvement in the demand and a barely steady tone featured the grease market the past week, helped somewhat by heaviness in tallow and an easier tone in some of the competing oils. Sentiment was in the main bearish, but producers were holding rather steadily.

At New York yellow quoted at 8¼¢@8½¢; choice house, 8¼¢@8½¢; A white, 9½¢; B white, 8¼¢@9¢; choice white, 10½¢ nominal.

At Chicago the grease market was quiet with trade spotty and only fair, but prices were steady with choice white quoted at 9½¢; A white, 9¼¢@9½¢; B white, 9¢@9¼¢; yellow, 8¼¢@8½¢; and brown, 8¢.

## Packhouse By-Products

### Blood.

Chicago, March 18, 1926.

All price changes for blood tended downward so far as the buyers were concerned, but sellers still had ideas of \$4.25 for ground feeding grades and \$4 for fertilizer.

### Unit ammonia.

Ground ..... \$4.00@4.25  
Crushed and unground ..... 3.75@3.90

### Digester Hog Tankage Materials.

Meat scrap materials were in a class by themselves and the better grades of unground productions sold at \$4.25@4.35, with sellers now asking \$4.50. Most trading in crude digester tankage was at \$3.50 @ \$4, with the top at \$4.10, and a plain lot at \$3.25. Liquid stick was wanted at \$2.25, but the better grades were held at \$2.75.

### Unit ammonia.

Ground, 9 to 12% ammonia ..... \$4.15@4.50  
Meat scrap material, unground ..... 4.25@4.35  
Unground, 9 to 12% ammonia ..... 3.75@4.10  
Unground, 6 to 8% ammonia ..... 3.25@3.65  
Liquid stick, 8 to 12% ammonia ..... 2.50@2.75

### Fertilizer Materials.

With most 11th-hour buying orders filled, all changes in prices tended downward. Low grade ground sold at \$2.75 and high grade ground at \$3.10, with most unground lots at \$2.65@2.85. The better grades of unground bone tankage at around \$3. Hoof meal was wanted at \$3.25, with most sellers holding out for \$3.50. Grinding hoofts brought \$37.50.

### Unit ammonia.

High grade, ground 10-12% ammonia ..... \$3.10@3.25  
Lower grade, ground, 6-9% ammonia ..... 2.80@3.00  
Medium to high grade, unground ..... 2.65@2.85  
Lower grade and renderers', unground ..... 2.40@2.60  
Bone tankage, unground ..... 2.75@3.00  
Hoof meal ..... 3.25@3.50  
Grinding hoofts, pig toes, dry, per ton ..... 30.00@37.50

### Bone Meals.

With sellers and buyers \$2.50@\$5 per ton apart in their views, trades were very scarce. Spot shipments have less interest now and buyers are sparing for reduced rates.

### Per Ton.

Raw bone meal ..... \$30.00@42.00  
Steam, ground ..... 26.00@34.00  
Steam, unground ..... 22.00@28.00

### Cracklings.

Soft pressed pork again reached \$80. Hard pressed beef brought 85¢ per unit protein delivered Chicago, and ground 45 @50% \$40 f.a.s. East Atlantic ports, packed in new bags.

### Per Ton.

Pork, according to grease and quality ..... \$70.00@80.00  
Beef, according to grease and quality ..... 40.00@65.00

### Bones, Horns and Hoofs.

Demand was centered in house-run stock in mixed carloads at prices as high as at any time in some months.

### Per Ton.

Horns, unassorted ..... \$50.00@175.00  
Hoofs, unassorted ..... 36.00@ 37.00  
Round shin bones, unassorted ..... 45.00@ 47.50  
Flat shin bones, unassorted ..... 42.00@ 45.00  
Thigh, blade and buttock bones, unassort. 40.00@ 45.00

(NOTE.—Foregoing prices are for mixed carloads of materials indicated above.)

### Glue and Gelatine Stocks.

With warmer weather in sight, along with the fact that spring requirements have been pretty well taken care of, all

price changes in this department of the trade tended downward.

### Per Ton.

Kip and calf stock ..... \$24.00@30.00  
Rejected manufacturing bones ..... 40.00@42.00  
Horn piths ..... 34.00@36.00  
Cattle jaws, skulls and knuckles ..... 34.00@35.00  
Sinews, pizzles and hide trimmings ..... 21.00@23.00

### Animal Hair.

Most buyers have withdrawn from the market for summer crude hog hair, and prices receded around \$10 per ton, although winter take-off was about as high as any time for the season. Processed grey summer was wanted at 7½¢ delivered and winter around 11¢. Most of the worth-while cattle switch productions have been contracted ahead.

Coll and field dried, lb. .... 3 @ 4¢  
Processed, lb. .... 7½¢@12¢  
Dyed ..... 9 @ 13¢  
Cattle switches (118 for 100), each ..... 4 @ 5½¢

### Pig Skin Strips.

Many producers anticipate receipts of hogs over the summer months to be about the same as the corresponding period of last year, and they were comparatively light at that time. Thus sellers are inclined to ask higher prices while buyers maintain that the market for the finished product warrants lower rates.

Prime No. 1, tanner grade, per lb. .... 6 @ 7½¢  
Edible grades, unassorted ..... 4½¢@ 5½¢

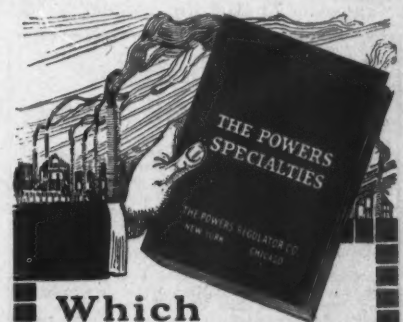
## EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, March 17, 1926.—The local tankage market was a dull affair the past week, with little interest being shown by buyers. One sale was reported at \$4.30@10¢ for a small lot, and producers report fairly large stocks on hand; the quotation is nominally \$4.25@4.30. No buyers appeared for blood during the week, and this market is also weak.

South American tankage is being offered freely at \$3.75@10¢ c.i.f. Atlantic ports, with bids solicited, and blood at \$3.50. Few sales are reported, however, due to the fact that by the time this material reaches here it would be past the fertilizer season.

Nitrate of soda seems to be easier and several re-sale lots have appeared on the market.



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Both Soft and Hard Pressed



## Future of Cotton Oil

(William H. Jaaspon in Commerce and Finance.)

In reviewing the development of the cotton oil industry, much might be said in praise of what has been done.

However, as the good things usually take care of themselves, it would seem more to the point to discuss several vital and fundamental deficiencies which must be met before this industry can play the important part in the world's commerce, to which it is basically entitled.

### Industry No Longer "Broke."

The cotton oil industry is no longer "broke." This, of course, has been brought about to a large extent by two big successive cotton crops, which provided the crushing plants with a more plentiful supply of raw material, and tended to curb, to an extent at least, the ruthless competition of former years in the garnering of cottonseed.

The business is still suffering, however, from an over-supply of crushing capacity, and particularly from too many individual interests. This has brought about a form of competition in the sale of its output—competition among ourselves—which has forced the marketing of our manufactured commodities at prices far below what might have been obtained under other conditions.

Much consideration is being given at this time to the whole agricultural situation, especially as affecting the marketing of farm crops. It is held that the low prices the farmer receives, as compared with the prices he has to pay for his purchases, is due to the fact that he must under present conditions, sell in an unorganized manner on an unorganized market.

### Millers' Situation Like Farmers'.

This is exactly the situation the oil millers find themselves in, and, in fact, the agents in the marketing of the cotton seed crop.

It is of no economic value to artificially cottonseed crushers are only the farmers' stimulate prices periodically. The aim of a business such as ours should rather be to do what is necessary to bring about a higher level of values, when its commodities are selling far below their value, which is now the case with our products.

The bulk of our raw material is pur-

chased within a period of three months. This increases the marketing problem, due to the fact that the bulk of our manufactured products are forced on the market within the same short period, in quantities greater than can be absorbed.

The result of this procedure is obvious; and is usually reflected in the price which cottonseed nets the producer.

This year, for example, cottonseed oil has been so cheap as to allow a considerable volume to go to the soap kettle. Last year it sold at a tremendous discount under hog lard.

### Cottonseed Products Cheap.

Cottonseed meal is again selling at very low prices, much below the level of its nutritive value or as compared with the price of other foodstuffs.

In the case of linters, the same condition exists. It may not be generally known by the public that the chief basic raw material of Rayon (the trade term for artificial silk) is cotton linters.

The eagerness, or rather the competition, on the part of the many mills to sell their stocks, has hammered down the price of linters to a point much below the price that manufacturers of this artificial silk and celluloid products could afford, and would pay, still allowing a handsome profit.

One of the peculiar phases of the cotton oil business is the fact that cottonseed hulls, although of little feeding value, and consumed principally at home, often command much more money than they are worth.

It is not possible for the mills to cooperatively market their products.

### Program of Consolidation Needed.

But the solution lies in a program of consolidation of the many individual interests into a few strong corporations, who, with sufficient capital and merchandising ability, will set out deliberately and systematically to stimulate a much greater consuming demand for the products of cottonseed; first, by educating the public to their values, and second, by adopting a more orderly policy of marketing.

Such a program of consolidation should bring about other reforms as well. It would reduce overhead and manufacturing costs, and further tend to stabilize an industry that has been noted for many years for its instability. All of this would ultimately benefit the farmer, and the consumer as well.

These proposals are neither new, nor untried. We are, in common with other lines of industry, feeling the increasing pressure to consolidate, and economize, under present changing conditions of trade.

An oil mill is commonly known in the trade as a "crude mill." No other adjective could quite as appropriately describe the operations of the average oil mill.

The temptation to speculate in the cotton oil business has been great, with values constantly fluctuating, but I take the position that in the present state of inefficient operating, in fact, at any time, there is much more profit to be made by a more intensive study of manufacturing and production costs, than by "playing the markets" over a period of years.

### Level of Efficiency Too Low.

If the average efficiency of the industry was equal to that of some of the more progressive plants, many millions of dollars would be added to the surplus account of the business as a whole.

Cottonseed vary in quality as much, or more, than any other farm commodity. Yet until very recently, there had been no positive steps taken to put the buying of this raw material on a sound and scientific basis.

Broadly speaking, the shipper of clean cottonseed with high product content receives no more than the shipper of trashy seed of poorer quality. In fact, some seed producers wonder at this procedure, and have had no incentive to better the quality of their seed. The result is that the oil mills are paying for thousands of tons of dirt, which should be taken out at the gin.

Cottonseed, today, is practically the only farm commodity of importance, which is not sold on grade. It will accrue to our advantage that the Department of Agriculture is at the present time studying this subject and it is hoped that before long it will be able to recommend a program which will include grades, and a plan of Government inspection and grading, a service like that given to producers and buyers in the marketing of the grain and other agricultural crops.

### Buy Cottonseed on Grade.

The industry will take a great step forward when its raw material will be bought on grade. It is fair to state here that in certain isolated sections of the Cotton Belt this is now being done to advantage.

The cotton oil mill is very close to the farmer. The average mill is located in a "cotton patch." It could do much toward promoting better agricultural practices if the trade as a whole would give itself to the development and promotion of improved strains of planting seed. Here there is a wide field of usefulness and service.

As it is today, the average farmer plants any old kind of seed. Many of the Agricultural Colleges have been studying this subject for years, and have developed varieties of planting seed which not only produce longer and better cotton fibers, but seed with a higher oil and meal content. The industry should get behind and push this work, and lend all its aid.

It is only stating a fact to say that the cotton oil industry has been too poor to apply itself actively to its many major problems. But there is so much constructive work to be done, so many possibilities for service and profit, it is to be hoped that well matured plans will be initiated and carried to a conclusion, as a result of which, the farmer, the oil miller, and the consumer will all benefit.

The industry has a very live organization, the Interstate Cottonseed Crushers' Association, through which many of these problems could be worked out, but no association can go any further than its membership will permit. It has to be sustained financially, and even more, by the enthusiastic efforts and labor of its members. As in all fields of endeavor, cooperation of individuals is necessary.

## Modern Facilities for Cottonseed Oil Trading

Having established, at the earnest request of leading cottonseed oil interests, contract trading in refined cottonseed oil in bulk, the New Orleans Cotton Exchange has gone a step farther by establishing a new class in its membership termed "Associates," to enable those concerned in the industry to avail to the full of the facilities provided.

Associates are not required to be shareholders, nor to pay an initiation fee, but only to pay dues at the rate of \$200 per annum. If they join after March they pay at the rate of \$25 per month to the end of the fiscal year, Oct. 31.

Brokerage commissions are fixed under the rules at \$20 per round contract for non-members; \$15 per round contract for associates; \$10 per round contract for full members. Associates therefore net \$5 per contract in handling transactions for non-members.

The contract, which is for 30,000 pounds of bleachable P. & T. cottonseed oil, is safeguarded in every possible way, even to the extent of an indemnity bond behind the storage yards.

Write Trade Extension Committee for Rules and Information.

New Orleans Cotton Exchange

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# VEGETABLE OILS

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Trade Small—Undertone Very Firm—Crude at New Highs—Cash Demand Satisfactory—February Consumption Disappointing—Statistical Position Stronger.**

A rather small trade featured the cottonseed oil market for futures on the New York Produce Exchange the past week, but the situation as a whole showed no abatement in the strength in this commodity so noticeable of late. Prices reacted about  $\frac{1}{4}$ c a pound from the extreme highs, but the selling was limited and in the main realizing, and it took but little support and commission house buying on the breaks to check the downturns. In fact, it took but little selling to create oversold conditions and to strengthen the technical position of the market.

This in the main was due to the continued tightness in the crude situation, with little or no crude coming out. It was due also to the fact that the cash demand together with distribution against old orders was sufficient to prevent accumulation, and in fact to bring about important reductions in the supplies available for the balance of the season.

### Expect Higher Cottonoil Prices.

While sentiment has been a little more mixed of late, some of the best minds of the trade, both in cash and in speculative circles, are talking much higher prices for cottonoil for the future. It is difficult to reconcile a carryover as large as that of last year's under present conditions, and there is a possibility that the carryover will be reduced to a figure that will bring the trade into the new crop under a very tight condition, such as was witnessed a few years ago.

The early part of the week saw a general disposition to await the Government report. The February consumption was 260,000 bbls. and somewhat under expectations, although 30,000 bbls. larger than the same time last year. The report was not bearish from the fact of poor distribution, but was less than anticipated, due to the fact that extravagant distribution to date brought about too optimistic ideas for the short month of February.

The effects of the report were only momentary, as a close analysis indicated that the refining loss during February ran over 17 per cent, which brought the average refining losses for the season to date to over 11 $\frac{1}{4}$  per cent, which with the enormous distribution to date made for a situation

where the visible stocks were about 1,400,000 bbls., or 180,000 bbls. less than at this time last year.

### Figuring Carryover Low.

In fact refining interests calculating upon an average refining loss of 14 per cent for the season made the visible stocks as low as 1,370,000 bbls which, allowing for 370,000 bbls. carryover and possibilities of 180,000 bbls. more being received in the shape of seed, left an indicated supply for the next five months of about 235,000 bbls. monthly.

It is confidently expected that the distribution in March will fully approximate 300,000 bbls., and it is understood that one of the leading refiners shipped more oil the first half of March than they shipped during the whole month of February. Should the March distribution reach 300,000 bbls. there would remain 880,000 bbls. on the above basis for the last four

months or only 220,000 bbls. monthly.

Under these conditions it is not difficult to find some trade leaders talking 13 and 14c oil for the future, as there is a basis for such talk. And particularly so when one stops and considers the fact that with crude at 11 $\frac{1}{4}$ c bid the crude market was within 80 points of the May delivery and May delivery said to be 120 points under the cost of producing and delivering.

The distribution of oil for the season to date totals 2,285,000 bbls. against 1,653,000 bbls. last year, an apparent increase in consumption the first seven months of 632,000 bbls. As a result the edible fat situation is distinctly a strong one.

The country's holdings of lard on March 1st as officially reported were 76,553,000 lbs., against 151,927,000 lbs. last year and a five year average holding of 91,725,000 lbs. The lard stock at Chicago during the first half of March increased only about 600,000 lbs., the stock totaling 23,557,000 lbs. against 77,392,000 lbs. in mid-March last year.

Reports indicate that refiners are well sold up into April and it is figured that should the present spread between compound and lard hold, that the balance of this month will see compounders sold up into May.

Little or no crude oil has been coming out, and while the southeast was quoted at 11 $\frac{1}{4}$ @11 $\frac{1}{2}$ c, there were rumors of some sales at the outside figure, while the valley was 11 $\frac{1}{2}$ c bid a new high and Texas 11c bid.

The census bureau report on cottonseed oil and its products is as follows:

Cottonseed.			
	1925-26.	1924-25.	
Stock August 1st, tons.....	34,000	22,000	
Received at mills, 7 mos.....	5,177,000	4,340,000	
Crushed same time.....	4,409,000	3,757,000	
On hand Feb. 28.....	744,000	598,000	
Crude Oil.			
Stock August 1st, lbs.....	5,108,000	4,053,000	
Produced 7 months.....	1,283,000,000	1,130,836,000	
Shipped out same time.....	1,228,152,000	1,035,887,000	
Stock Feb. 28th.....	121,006,000	127,439,000	
Refined Oil.			
Stock August 1st.....	174,830,000	100,800,000	
Produced 7 months.....	1,000,507,000	908,652,000	
Stock February 28th.....	261,166,000	349,357,000	
Crude oil exports, 7 mos.....	27,814,000	18,308,000	
Refined oil exports, 7 mos.....	18,578,000	20,576,000	

### REFINED COTTONSEED OIL CONSUMPTION.

	1925-26.	1924-25.
Stock August 1, lbs.....	174,830,000	106,800,000
Produced 7 months.....	1,000,507,000	908,652,000
Total.....	1,175,337,000	1,010,452,000
Stock Feb. 28th.....	261,166,000	349,357,000
Consumed-Dom. and export, 7 mos.....	914,171,000	661,095,000
Equal in barrels.....	2,285,000	1,653,000

## SOUTHERN MARKETS.

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 18, 1926.

New Orleans contracts for March wanted by shorts and refiners who need good grades of bleachable oil to fill contracts sold against purchases of Valley crude before grade changed from choice to about the lowest ever produced. Some buying of Mays and Julys, as they are selling under cost of production. Valley crude, 11.50 bid; 11c, Texas; mills generally expecting 12c as situation is extremely bullish from supply and demand standpoint.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., March 18, 1926.—Prime cotton seed delivered Dallas, nominal; prime crude cottonseed oil, 11c; 43 per cent cake and meal, \$29.00; hulls, \$9.00 ton; mill run linters, 3@5c. Markets quiet; weather warm.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., March 18, 1926.—Cottonseed meal about unchanged from last week; shade firmer; cottonseed hulls, \$6.00. Memphis; crude cottonseed oil, 11 $\frac{1}{2}$ c Valley; very light trading.

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Total disappearance for the month was apparently 260,000 bbls. against 369,000 bbls. the previous month and 230,000 bbls. last year.

#### Visible Supply Decreased Heavily.

Visible supply of oil and seed equalled 1,404,000 bbls. against 1,570,000 bbls. the previous month and 1,583,000 bbls. last year. Visible supply decreased 166,000 bbls. for the month against a decrease of 59,000 bbls. last year. The visible supply is figured on the basis of 285 lbs. of oil per ton of seed and 10 per cent refining loss. Last year's visible figures were on the basis of 300 lbs. of seed and nine per cent refining loss.

The disappearance of oil for the month appears to have been, including crude, 276,000 bbls. and 390,000 last month.

The total disappearance of refined oil this year increased 632,000 over last year.

Visible stocks of oil on March 1st as figured by a leading refiner were calculated on 14 per cent refining loss, was 1,370,000 bbls.

**COTTONSEED OIL.**—Market transactions:

Friday, March 12, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1250	a
Mar.				1250	a 1255
April				1245	a 1250
May	4300	1250	1240	1246	a
June	100	1249	1249	1249	a 1250
July	4300	1250	1240	1247	a
Aug.	1200	1253	1245	1253	a 1252
Sept.	2700	1252	1240	1243	a 1245
Oct.	200	1155	1154	1154	a 1170

Total sales, including switches, 15,400 bbls. P. Crude S. E. 11¼ bid.

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### COTTON OIL FUTURES

On the New York Produce Exchange

Saturday, March 13, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1250	a 1300
Mar.	200	1260	1255	1250	a 1270
April				1250	a 1260
May	300	1248	1246	1248	a
June				1245	a 1255
July	700	1249	1245	1248	a 1246
Aug.	300	1253	1151	1252	a 1251
Sept.				1241	a 1244
Oct.				1150	a 1159

Total sales, including switches, 1,500 bbls. P. Crude S. E. 11¼ bid.

Monday, March 15, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1240	a
Mar.				1240	a 1255
April				1240	a 1250
May	1200	1241	1231	1237	a
June				1238	a 1245
July	4800	1241	1233	1238	a
Aug.	1400	1245	1240	1243	a
Sept.	2400	1242	1230	1238	a 1239
Oct.	400	1140	1140	1144	a 1145

Total sales, including switches, 11,600 bbls. P. Crude S. E. 11¼ bid.

Tuesday, March 16, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1235	a
Mar.	300	1240	1240	1240	a
April				1240	a 1260
May	1100	1240	1232	1230	a 1235
June	200	1240	1240	1235	a 1250
July	2900	1244	1235	1233	a 1235
Aug.	900	1244	1240	1240	a
Sept.	2600	1240	1234	1234	a 1253
Oct.	200	1149	1148	1145	a 1152

Total sales, including switches, 9,800 bbls. P. Crude S. E. 11¼ bid.

Wednesday, March 17, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1240	a
Mar.	300	1225	1220	1240	a 1290
April				1240	a 1290
May	800	1230	1217	1230	a 1235
June				1230	a 1245
July	3200	1234	1219	1234	a
Aug.	1200	1241	1223	1241	a
Sept.	1900	1237	1217	1234	a 1235
Oct.	600	1153	1143	1147	a 1152

Total sales, including switches, 8,000 bbls. P. Crude S. E. 11¼-½ bid.

Thursday, March 18, 1926.

	Range.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1250	a
Mar.				1251	a 1300
April				1246	a 1260
May	1255	1251	1251	a	
June				1250	a 1260
July	1255	1245	1249	a 1250	
Aug.	1255	1255	1256	a 1260	
Sept.	1256	1248	1250	a	
Oct.	1173	1161	1167	a	

SEE PAGE 37 FOR LATER MARKETS.

**COCONUT OIL.**—A rather slack demand featured the market the past week, and with soapmakers practically out of the market temporarily, the undertone was barely steady, influenced somewhat by the

easier feeling in tallow. At New York Ceylon barrels quoted 11¼@11½; edible barrels, 13¼@13½c; crude tanks New York, 10½c; crude tanks Pacific coast, 9½c.

**SOYA BEAN OIL.**—A somewhat better demand for this oil has been in evidence, with more consuming attention in evidence, due to the continued strength in cottonoil and a disposition to look around for substitutes. As a result the undertone has been somewhat better.

At New York the market continued in a nominal position, but crude tanks Pacific coast quoted at 10¼@10½c and sparingly offered.

**CORN OIL.**—A better inquiry was in evidence and the market was stronger, keeping pace to some extent with the strong situation in cotton oil. At New York refined barrels quoted 13¼@14c; cases, 13.88c; crude buyers tanks f.o.b. mills, 10½c.

**PALM OIL.**—There has been some improvement in the demand for future requirements, and the market has been steady partly due to small spot stocks. Easiness in tallow and coconut oil, however, was against advances in palm oil.

At New York Lagoes spot quoted 9@9¼c; shipment, 8½@8¾c; Nigre spot, 8¼@8½c; shipment, 8@8½c.

**PALM KERNEL OIL.**—Strong foreign markets offset a slow spot demand for this oil in the east and made for a very steady undertone. At New York spot barrels quoted 9½@10c; while casks for shipment quoted at 10@10½c.

**PEANUT OIL.**—Market nominal.

**SESAME OIL.**—Market nominal.

**COTTONSEED OIL.**—Demand fair, market firm; offerings limited; spot oil quoted 12¾@13¼c; southeast crude, 11¼@11½c; Valley, 11½c bid; Texas, 11c bid.

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, March 16, 1926.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, 3.76 @3.91 per cwt.; 98 per cent powdered caustic soda, 4.16@4.56 per cwt.; 58 per cent carbonate of soda, 2.04@2.44 per cwt.

Lagos palm oil in casks of 1,600 lbs., 9¾c lb.; olive oil foots, 9@9¼c lb.; East India Cochin coconut oil, 16c lb.; Cochin grade coconut oil, domestic, 12¾c lb.; Ceylon grade coconut oil, 12c lb.

Prime summer yellow cottonseed oil, 13¼@14c lb.; prime winter salad oil, 14¼c lb.; raw linseed oil, 10.8c lb.; red oil, 10½@10¾c lb.

Extra tallow, f.o.b. seller's plant, 9¼c lb.; dynamite glycerine, nom. 21½c lb.; chemically pure glycerine, nom. 24c lb.; saponified glycerine, nom. 14½@15c lb.; crude soap glycerine, nom. 13¼@14c lb.; prime packers grease, nom. 8½c lb.

### DUTCH PROVISION MARKET.

There was a somewhat appreciable firming in the Dutch market during the week ending March 13, with slight price increases for animal fats, says Trade Commissioner E. C. Squire in a cable to the U. S. Department of Commerce. Stocks of all animal fats are rather light with the exception of extra premier jus, which is medium. Extra oleo stock and cotton oil are in poor demand, while the movement of extra neutral lard is slow to medium.

Prime oleo oil and premier jus are moving in moderate quantities. The demand for extra premier jus and extra oleo oil continues good.

The demand for fat backs continues poor with stocks held in first hands about medium. This is also the case with refined lard, the demand for which is very slow.

### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York March 1 to March 17, none.

### The Procter & Gamble Co.

Refiners of all Grades of

### COTTONSEED OIL

Puritan, Winter Pressed Salad Oil

Borers, Prime Winter Yellow  
Venus, Prime Summer White  
Sterling, Prime Summer Yellow

White Clover Cooking Oil  
Marigold Cooking Oil  
Jersey Butter Oil

Moonstar Coconut Oil  
P&G Special (Hardened) Coconut Oil

Refineries: IVOYDALE, OHIO  
PORT IVORY, N. Y.  
KANSAS CITY, KAN.  
MACON, GA.  
DALLAS, TEXAS  
HAMILTON, CANADA

General Offices:

CINCINNATI, OHIO

Cable Address: "Procter"

**CANADIAN LIVESTOCK PRICES.**

Summary of top prices for livestock at leading Canadian centers for the week ending March 11, 1926, with comparisons:

**BUTCHER STEERS.**

	Week ended Mar. 11.	Same week, 1925.	Week ended Mar. 4.
Toronto .....	\$ 8.40	\$ 8.85	\$ 8.50
Montreal (W) .....	7.75	8.00	7.35
Montreal (E) .....	7.75	8.00	7.35
Winnipeg .....	6.75	7.25	6.50
Calgary .....	6.50	7.00	6.50
Edmonton .....	6.50	7.00	6.25

**VEAL CALVES.**

	Week ended Mar. 11.	Same week, 1925.	Week ended Mar. 4.
Toronto .....	\$14.50	\$13.50	\$14.50
Montreal (W) .....	11.50	11.00	11.00
Montreal (E) .....	11.50	11.00	11.00
Winnipeg .....	10.50	10.00	10.00
Calgary .....	9.00	9.00	7.50
Edmonton .....	10.00	8.00	10.00

**SELECT BACON HOGS.**

	Week ended Mar. 11.	Same week, 1925.	Week ended Mar. 4.
Toronto .....	\$15.36	\$14.53	\$15.63
Montreal (W) .....	14.75	14.25	14.25
Montreal (E) .....	14.75	14.25	14.25
Winnipeg .....	14.30	13.75	14.25
Calgary .....	14.13	13.47	14.30
Edmonton .....	14.30	13.50	14.30

**GOOD LAMBS.**

	Week ended Mar. 11.	Same week, 1925.	Week ended Mar. 4.
Toronto .....	\$14.00	\$17.00	\$14.00
Montreal (W) .....	11.25	14.00	11.25
Montreal (E) .....	11.25	14.00	11.25
Winnipeg .....	12.00	13.00	12.00
Calgary .....	11.50	14.50	11.50
Edmonton .....	12.25	15.00	12.25

**PORK CUTS AT NEW YORK.**

(Special Report to The National Provisioner from H. C. Zann.)

New York, March 17, 1926.—Wholesale prices on green and S. P. meats are as follows: Pork loins, 30@32c; green hams, 8-10 lbs., 28½c; 10-12 lbs., 28½c; 12-14 lbs., 27½c; green picnics, 4-6 lbs., 18@18½c; 6-8 lbs., 17½@18c; green bellies, 6-8 lbs., 28c; 8-10 lbs., 28c; 10-12 lbs., 27½c; 12-14 lbs., 27c; S. P. bellies, 6-8 lbs., 24c; 8-10 lbs., 24c; 10-12 lbs., 23c; 12-14 lbs., 22½c; S. P. hams, 8-10 lbs., 26½c; 10-12 lbs., 26c; 12-14 lbs., 26c; 18-20 lbs., 25c; city dressed hogs, 21½c; city steam lard, 15c; compound, 13¾@14c.

**SLAUGHTER REPORTS.**

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 13, 1926:

**CATTLE.**

	Week ending Mar. 13.	Prev. week.	Cor. week, 1925.
Chicago .....	28,927	25,062	27,523
Kansas City .....	22,576	23,506	25,232
Omaha .....	25,306	21,041	24,521
East St. Louis .....	9,374	9,405	14,616
St. Joseph .....	8,263	8,682	10,118
Sioux City .....	9,372	8,024	10,298
Cudahy .....	692	703	670
Port Worth .....	5,848	6,156	7,024
Philadelphia .....	2,286	1,952	2,061
Indianapolis .....	3,947	4,122	1,769
Boston .....	1,392	1,642	1,775
New York and Jersey City ..	9,447	9,560	10,285
Oklahoma City .....	5,197	5,197	5,663
Total .....	125,330	125,052	141,975

**HOGS.**

	Week ending Mar. 13.	Prev. week.	Cor. week, 1925.
Chicago .....	109,900	110,900	108,200
Kansas City .....	29,734	33,248	23,004
Omaha .....	38,938	50,624	58,723
East St. Louis .....	28,827	31,514	35,391
St. Joseph .....	19,038	21,883	20,779
Sioux City .....	38,228	34,676	55,924
Cudahy .....	5,695	6,639	5,912
Ottumwa .....	11,853	12,284	8,653
Port Worth .....	4,076	5,874	10,370
Philadelphia .....	15,402	19,782	12,478
Indianapolis .....	20,150	19,645	15,945
Boston .....	11,340	10,754	10,396
New York and Jersey City ..	46,813	46,257	42,025
Oklahoma City .....	5,333	5,333	7,577
Total .....	374,586	369,393	416,474

**SHEEP.**

	Week ending Mar. 13.	Prev. week.	Cor. week, 1925.
Chicago .....	58,219	50,020	57,078
Kansas City .....	18,553	21,176	23,075
Omaha .....	34,929	44,597	37,580
East St. Louis .....	4,393	5,738	6,327
St. Joseph .....	29,242	25,018	23,294
Sioux City .....	9,379	8,648	5,796
Cudahy .....	118	341	227
Port Worth .....	906	2,182	2,113
Philadelphia .....	4,059	3,602	4,000
Indianapolis .....	618	706	379
Boston .....	3,758	4,410	4,876
New York and Jersey City ..	40,000	43,721	34,345
Oklahoma City .....	11	11	17
Total .....	201,843	190,172	190,776

**How You Can Get a "Newman" for Nothing!**

Many small and medium sized Packers and Renderers are now paying for a Newman Grinder.—Then why not have it?

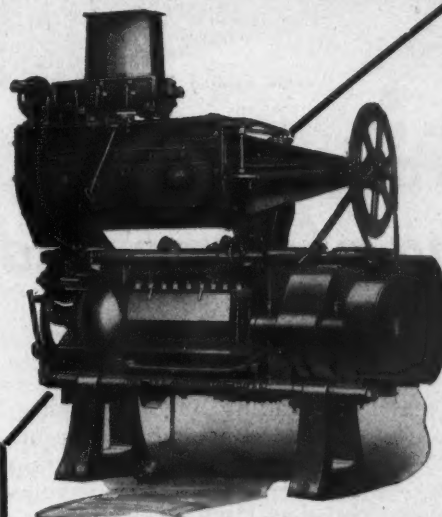
Look up the quotations on "ground and unground" Tankage, and other materials in The National Provisioner. There is a difference of about \$3.60 per ton. On a hundred tons of tankage it means about \$360.00 or more than the price of a Newman Grinder.

There is no excuse to be without a Newman Grinder—no matter how large or small your plant may be. The Newman will grind Tankage, Blood, Raw Bone, Steamed or Dried Bone, Fertilizer, Glue, Hoofs, Horns, etc., etc., and all fertilizer materials. Three sizes.

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## Better Cracklings

— more protein,  
less grease — with an  
**Anderson Crackling Expeller**

Cracklings produced by Anderson Expellers command a higher price because of the higher percentage of protein and the lower percentage of grease which they contain.

Write us for complete information and let us tell you how Anderson Expellers will make more profits for you.

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1935 W. 96th St., Cleveland, Ohio

**BORIC ACID**

**A natural ingredient of many fruits and vegetables**

The distribution of Boric Acid in Nature is comparatively unlimited. According to Henry Jay:

"The ash of wine contains 4.7 to 16.5 grammes per kilo of Boric Acid, the average being 8 to 10 grammes. The quantity of Boric Acid in the ash of vine leaves is only about 0.7 grammes per kilo.

"The ash of fruits, whether of the flesh or of the stone, is rich in Boric Acid, the proportion of Boric Acid varying between 1.50 and 6.40 grammes per kilo of ash. "The same can be said of the fucus, plantain leaves, wormwood tops, chrysanthemum flowers, onions, the amount varying from 2.10 grammes to 4.60 grammes per kilo of ash."

Leibrich says that "Boric Acid is not only non-poisonous; it is a normal constituent of many plants."

The above demonstrates that Boric Acid is consumed in eating these fruits and vegetables without injury to the human system.

**PACIFIC COAST BORAX COMPANY**

Chicago

100 William St.  
NEW YORK

Wilmington, Calif.



## Jordan's Improved Ham Retainers

(Square and pear shaped)



Patents applied for

***Better Products—  
Big Saving of Time and Labor—  
No Press Required—***

In cooking and processing hams it is never necessary to repress hams because the Improved Jordan Ham Retainers are equipped with springs which compensate for the maximum expansion and contraction. This produces the best boiled hams which are firm and perfectly shaped to either pear or square retainers.

The Boiled Ham Season is close at hand.

*Write us today regarding your Requirements*

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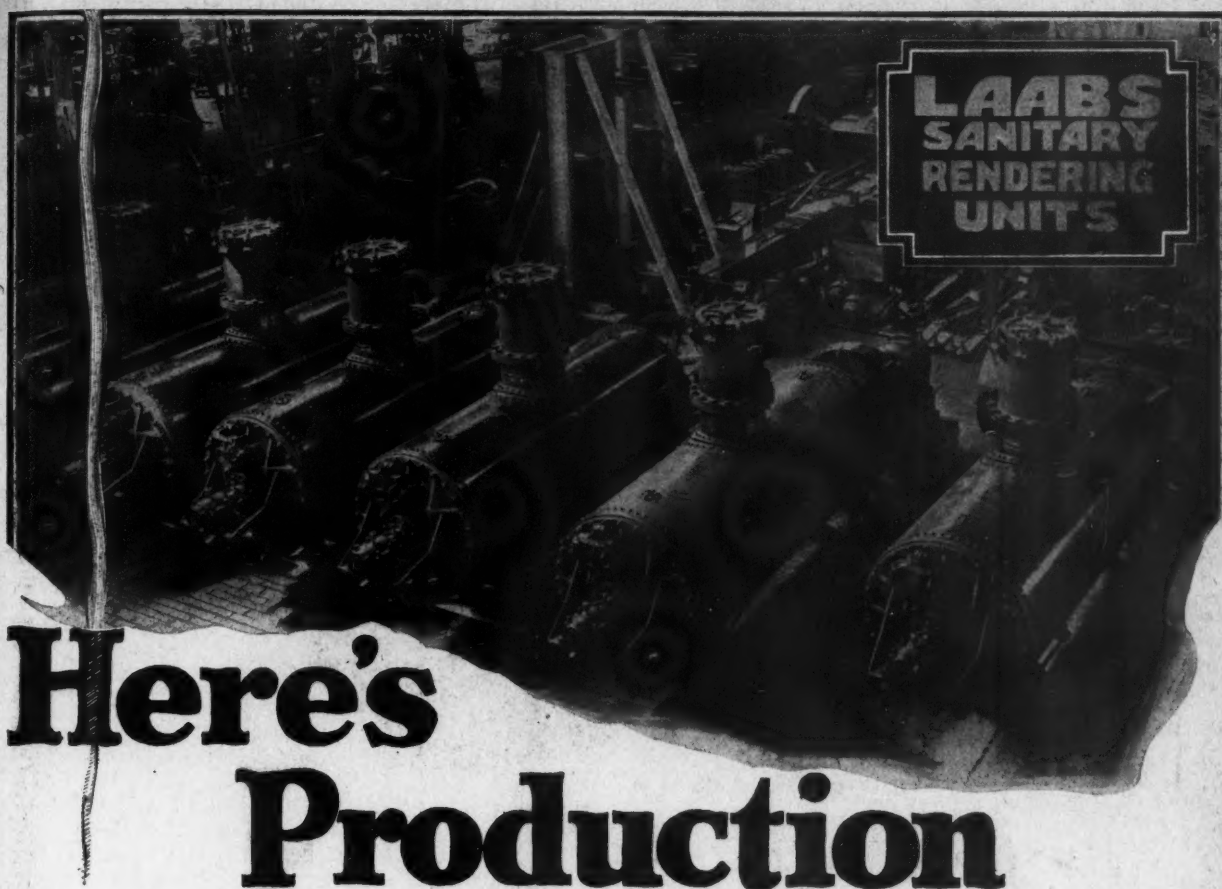
# THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard

CHICAGO

Western Office, E. D. Skinner, 1731 W. 43rd Place, Los Angeles, Calif.

**ANCO**



# Here's Production

The picture above shows the interior of the department in our plant where LAABS Sanitary Rendering Units are made. It will give readers an idea of the manufacturing facilities at our command which are back of the LAABS equipment, and the demand we have for these remarkable cookers. The department is in charge of skilled engineers and mechanics who devote their entire time to LAABS production.

LAABS Sanitary Rendering Units are the result of highly specialized talent, supported by a completely equipped modern factory where efficiency and super-workmanship predominate.

Packing plants everywhere are turning to LAABS to solve their rendering problems, because it eliminates so many objectionable factors incident to the handling of by-products.

## THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard, Chicago, Ill.

Western Office: E. D. Skinner, 1731 W. 43rd Place, Los Angeles, Calif.



### BEWARE OF INFRINGEMENTS

The Laabs Sanitary Rendering Processes and Apparatus are now being covered by United States and Foreign patents which will be issued very shortly.

*Headquarters for everything  
in packinghouse machinery*



# America's Foremost Meat Concerns

A. Fink & Sons, Newark, New Jersey



One of the largest and most modern meat packing plants in the East is that of A. Fink & Sons, Newark, N. J. This concern was established in 1868 by August Fink, Sr., and has shown a steady growth ever since, until now the famous "Finkco" products are well known throughout New Jersey, New York and a large part of Pennsylvania, as well as in many foreign countries.

The plant is practically new and is a daylight building in every respect, as it has exposure on all sides providing ample natural light for all departments. It is equipped throughout with the latest and most up-to-date machinery, and covers about five acres of ground.

It has a capacity for 4,000 hogs and 100 cattle daily; it also has a capacity for 400,000 lbs. of smoked meats, 200,000 lbs. of sausage and 200,000

lbs. of lard. There are seven curing cellars in the plant, with a total capacity for 2,000,000 lbs., and two large freezers with a capacity for 1,000,000 lbs.

There is also a four-story concrete building in which all livestock is unloaded and held in a most efficient manner.

A fleet of 72 gas and electric trucks all equipped with refrigerator bodies, is needed to carry on this business. In this way, all "Finkco" products reach customers in the best condition possible. This service, along with the high "Finkco" quality, is the outstanding feature of this big organization.

The business is managed by August C. Fink, Adolph E. Fink and Louis F. Keller, who have spent a lifetime in the trade and are thoroughly familiar with it.

**PRINT-AD-STRING, the Packers' Tape, manufactured by the Chicago Printed String Co., is used as a distinctive tie for "Finkco" products.**

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Provisions closed weak, due to persistent liquidation, weakness in corn, absence of support, complaints of slow cash trade and evidences of bear pressure.

### Cottonseed Oil.

Cottonseed oil reacted about  $\frac{1}{4}$ c per pound from highs, on weakness in lard, less aggressive support, catching of stop loss orders and weakness in grains. Cash oil trade quiet. It is said that Valley crude sold late Thursday at  $11\frac{1}{4}$ c—a new high for the season. Cottonseed oil trade meets today to consider a letter from Senator Mayfield regarding the contract in New York, in which he suggests that the matter be submitted to Secretary Hoover for arbitration.

Quotations on cottonseed oil at Friday noon were: March, \$12.30@12.80; April, \$12.30@12.50; May, \$12.25@12.27; June, \$12.25@12.35; July, \$12.25@12.28; August, \$12.30@12.35; September, \$12.26@12.30; October, \$11.45@11.55.

### Tallow.

Tallow, extra,  $9\frac{1}{2}$ c.

### Oleo Oil and Stearine.

Stearine, oleo,  $12\frac{1}{2}$ c asked.

### Hull Oil Market.

Hull, England, March 19, 1926.—(By Cable).—Refined cottonseed oil, 38s 6d; crude cottonseed oil, 35s 6d.

## FRIDAY'S GENERAL MARKETS.

New York, March 19, 1926.—Spot lard at New York: prime western, \$15.15@15.25; middle western, \$15.00@15.10; city, \$15.00; refined continent, \$15.50; South American, \$16.62; Brazil kegs, \$17.62; compound, \$14.00@14.50.

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending March 13, 1926, with comparisons, as follows:

	Week ending Mar. 13.	Prev. week.	Cor. week. 1925.
West. dressed meats:			
Steers, carcasses.....	7,502½	7,597½	7,713
Cows, carcasses.....	920	885	1,063
Bulls, carcasses.....	119½	63	145
Veals, carcasses.....	10,639	10,968	13,139
Hogs and pigs.....	31,639	26,982	29,149
Lambs, carcasses.....	2,650	2,931	5,633
Mutton, carcasses.....	530,727	204,858	104,784
Beef cuts, lbs.....	1,216,475	1,006,788	993,520
Local slaughters:			
Cattle.....	9,447	9,590	10,285
Calves.....	14,699	13,145	14,869
Hogs.....	40,813	46,257	42,025
Sheep.....	40,009	43,721	34,345

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending March 13, 1926, with comparisons:

	Week ending Mar. 13.	Prev. week.	Cor. week. 1925.
Western dressed meats:			
Steers, carcasses.....	1,965	2,439	1,742
Cows, carcasses.....	2,202	1,904	2,417
Bulls, carcasses.....	55	42	45
Veals, carcasses.....	1,224	1,085	1,113
Lambs, carcasses.....	16,518	16,783	12,956
Mutton, carcasses.....	300	224	502
Pork, lbs.....	582,704	431,457	340,417
Local slaughters:			
Cattle.....	1,392	1,642	1,775
Calves.....	2,399	2,592	3,049
Hogs.....	11,340	10,754	10,396
Sheep.....	3,758	4,410	4,876

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to March 19, 1926, show exports from that country were as follows: To England, 140,287 quarters; to continent, 83,114 quarters; to other ports, none.

Exports for the previous week were: To England, 133,120 quarters; to the continent, 64,760 quarters; to others, none.

## DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending March 13, 1926, amounted to 3,596 metric tons, according to a cable report to the U. S. Department of Commerce. Of this amount, 3,513 metric tons went to England.

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending March 13, 1926, with comparisons:

	Week ending Mar. 13.	Prev. week.	Cor. week. 1925.
Western dressed meats:			
Steers, carcasses.....	2,410	2,386	2,349
Cows, carcasses.....	606	852	700
Bulls, carcasses.....	243	284	271
Veals, carcasses.....	1,568	1,944	3,093
Lambs, carcasses.....	11,546	11,036	9,650
Mutton, carcasses.....	1,205	1,320	1,375
Pork, lbs.....	553,948	611,684	369,361
Local slaughters:			
Cattle.....	2,296	1,952	2,061
Calves.....	2,507	2,344	2,445
Hogs.....	15,402	19,782	12,478
Sheep.....	4,659	8,602	4,099

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, March 18, 1926, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEEPS (Hvy. Wt. 700 lbs. up):				
Choice.....	\$16.00@18.00	\$15.50@16.00	\$16.50@17.50	.....
Good.....	14.50@16.00	15.00@15.50	14.50@16.50	.....
STEEPS (Lt. & Med. Wt. 700 lbs. dn.):				
Choice.....	17.50@19.00	.....	16.50@18.00	17.00@18.00
Good.....	16.00@17.50	.....	14.50@16.50	15.00@16.00
STEEPS (All Weights):				
Medium.....	12.50@14.50	14.00@15.00	12.50@15.00	14.00@15.00
Common.....	11.00@12.50	.....	13.00@14.00	13.00@14.00
COWS:				
Good.....	13.00@14.00	12.50@13.50	12.50@14.00	13.00@14.00
Medium.....	12.50@13.00	11.50@12.50	11.00@12.00	12.00@13.00
Common.....	10.50@12.50	10.50@11.50	9.50@11.00	11.00@12.00
<b>Fresh Veal (1):</b>				
VEALERS:				
Choice.....	19.00@21.00	.....	22.00@24.00	22.00@23.00
Good.....	17.00@19.00	.....	20.00@22.00	20.00@21.00
Medium.....	15.00@17.00	16.00@17.00	17.00@19.00	18.00@19.00
Common.....	14.00@15.00	15.00@16.00	16.00@17.00	16.00@17.00
<b>CALF CARCASSES (2):</b>				
Choice.....	.....	.....	16.00@17.00	16.00@17.00
Good.....	.....	.....	14.00@16.00	15.00@16.00
Medium.....	.....	13.00@15.00	13.00@14.00	14.00@15.00
Common.....	.....	12.00@13.00	11.00@12.00	12.00@14.00
<b>Fresh Lamb and Mutton:</b>				
LAMB (Lt. & Hvy. Wt., 30-42 lbs.):				
Choice.....	23.00@25.00	22.00@24.00	29.00@35.00	24.00@26.00
Good.....	21.00@23.00	21.00@23.00	23.00@26.00	22.00@24.00
LAMB (Med. & Hvy. Wt., 42-55 lbs.):				
Choice.....	.....	19.00@21.00	21.00@24.00	21.00@22.00
Good.....	.....	17.00@19.00	20.00@23.00	19.00@20.00
LAMB (All Weights):				
Medium.....	21.00@22.00	17.00@21.00	19.00@24.00	.....
Common.....	19.00@21.00	.....	.....	.....
MUTTON (Ewe):				
Good.....	14.00@16.00	15.00@16.00	16.00@17.00	15.00@17.00
Medium.....	12.00@14.00	13.00@15.00	15.00@16.00	14.00@15.00
Common.....	11.00@12.00	11.00@13.00	14.00@15.00	.....
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lb. avg.....	23.50@25.00	24.00@26.00	25.00@27.00	26.00@27.00
10-12 lb. avg.....	22.00@23.50	23.00@25.00	24.00@26.00	25.00@26.00
12-15 lb. avg.....	20.50@22.00	21.00@23.00	22.00@24.00	23.00@24.00
15-18 lb. avg.....	19.50@20.50	20.00@21.00	21.00@23.00	22.00@24.00
18-22 lb. avg.....	19.00@19.50	19.00@20.00	20.00@21.00	20.00@21.00
SHOULDERS: N. Y. Style, Skinned.....	16.50@17.50	.....	19.00@21.00	19.00@20.00
PICNICS:				
4-6 lb. avg.....	15.50@16.50	17.50@18.50	.....	.....
6-8 lb. avg.....	.....	16.50@17.50	17.00@18.00	17.00@18.00
BUTTS: Boston Style.....	20.50@22.00	.....	22.00@24.00	22.00@24.00
SPARE RIBS: Half Sheets.....	15.00@16.00	.....	.....	.....
TRIMMINGS:				
Regular.....	12.00@12.50	.....	.....	.....
Lean.....	18.50@20.00	.....	.....	.....

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

## TRADE GLEANINGS.

A new packing plant is being erected in Port Arthur, Tex., by the Zummo Packing Company at a cost of around \$60,000.

Banfield Packing Company plans to build an addition to its plant in Tulsa, Okla., which will practically double its capacity.

Visalia Meat Company's packing plant in Tulare, Calif., was recently considerably damaged by fire. Loss was estimated at around \$30,000.

A new wholesale and retail meat market, known as the Cardinal Packing Company, has been established on University avenue, Madison, Wis., by O. W. Higgen-dorf and Tony Artner.

Slight damage was done by fire to the plant of the C. Kalbitzer Packing Company in Wheeling, W. Va., recently. Loss was slight, and production was not interfered with in any way.

The firm of F. C. Gross & Company which recently sold its packing plant in Milwaukee, Wis., to Armour and Company, plans to erect a sausage factory in that city in the near future.

Efforts are being made by the local chamber of commerce and business interests in Harrodsburg, Ky., to establish a stock yards at that place. It is hoped to begin operations around the first of May. Sabine Packing Company has been incorporated in Orange, Tex., and will operate a packing plant there. The company's killing floors and cooler are already in operation, and a sausage room, boiled ham department, smokehouses, etc., will be added immediately. A. G. Wilkins, who has many years of experience in the business, is the general manager of the new firm.



**CATTLE****HOGS****CALVES****SHEEP**

**WE RESPECTFULLY SOLICIT YOUR PATRONAGE**  
**WRITE — TELEGRAPH — TELEPHONE**  
**LIVE STOCK BUYING OFFICES**

<b>CHICAGO</b> Kennett, Murray & Co. W. M. Burrows, Mgr.	<b>INDIANAPOLIS</b> Kennett, Whiting, McMurray & Co. E. E. Whiting L. H. McMurray C. J. Renard	<b>NASHVILLE</b> Kennett, Murray & Co. G. W. Hicks, Mgr.
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<b>DETROIT</b> Kennett, Murray & Collins F. B. Stewart, Mgr.	<b>LOUISVILLE</b> P. C. Kennett & Son E. N. Oyler, Jr., Mgr.	<b>SIOUX CITY</b> Kennett, Murray & Brown J. T. Brown, Jr., Mgr.
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		<b>TOLEDO</b> Kennett, Murray & Co. F. L. Murray, Mgr.

**W. L. Kennett, Louisville, Ky. F. L. Murray, Nashville, Tenn.**  
**C. B. Heinemann, Service Manager, Chicago**

**ST LOUIS.**

(Reported by U. S. Bureau of Agricultural Economics.)

E. St. Louis, Ill., March 18, 1926.

**CATTLE**—A lower trend in beef steers and a higher level on other killing classes proved the features of this week's trade. Compared with one week ago, beef steers sold 25c lower; light yearlings, heifers and cows, 25c higher; canners, 10@15c higher; bulls, 25@35c higher; good and choice shipping vealers, 50c higher.

Tops for week: steers, \$10.25; heavy steers and mixed yearlings, \$10.00; weights 1,438 and 806 lbs. Bulks for week: beef steers, \$7.75@9.90; fat light yearlings and heifers, \$9.50@10.00; cows, \$5.75@6.75; canners, \$3.50@4.25.

**HOGS**—Increased receipts around the circuit weakened local hog demand and prices reacted after reaching highest levels of the year a week ago, with big packers fighting shippers for a share of light hogs. These escaped much of the punishment administered to weightier classes and are about 25c lower with medium and heavy hogs fully 50c lower.

Top sagged to \$13.75 from \$14.15 last Thursday, heaviest hogs dipping to \$11.50 against \$12.10 for low on heaviest last Thursday. Bulk offerings 190 lbs. down, \$13.50@13.65; 190@210 lb. weights, \$13.15@13.40; 220@230 lbs., \$12.75@13.00; 240@250 lbs., \$12.25@12.50; 270 lbs. and up, \$11.65@12.00. Packing sows, \$10.75@11.00.

**SHEEP**—Sheep and lamb market has been quiet with no important changes. Fed woolskins reached \$13.75, but majority of offerings were weighty and brought \$13.15@13.35; a few natives, \$13.25; culls, \$11.50@12.25; clipped lambs, \$11.50@12.00; clipped yearlings, \$10.50; woolled wethers, \$9.75; fat ewes, \$7.50@8.75.

**We Bought 'em Right!**

**READ WHAT ONE PROMINENT  
EASTERN PACKER WRITES:**

Murphy Bros. & Co.,  
Union Stock Yards, Chicago.

Utica, N. Y., Feb. 24, 1926.

Gentlemen:

I presume you think we do not write letters at this end, but nevertheless I always read your letters carefully that are enclosed with the bills. I do wish, however, to compliment you on your letters of Feb. 19th and 22nd. We appreciate the good purchases you made for us the last two days. I notice on BOTH OCCASIONS YOU BOUGHT 50c UNDER THE MARKET AND THE QUALITY WAS VERY SATISFACTORY.

I hope you will continue the good work.

Very truly yours,

SCALA PACKING CO., INC.,

(Signed) J. S. Scala, President.

The saving of every cent possible in hog buying under present values is absolutely necessary to the success of pork packers, and especially at this particular time.

OUR 25 YEARS' EXPERIENCE AS HOG BUYERS IS AT YOUR DISPOSAL.

**"SERVICE THAT SERVES"**

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Exclusively Hog Order Buyers

Union Stock Yards

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**Bangs, Berry & Terry**

Order Buyers

Hogs, Cattle and  
Feeding Pigs

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Write or wire us

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Competent Hog Buyers  
to Serve  
Particular Packers

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Exclusive Hog Order Buyer

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In the center of the corn belt district

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**Potts—Watkins—Walker**

National Stock Yards, Ill. Stock Yards, Kansas City, Mo.

Reference: National Stock Yards National Bank

**A. H. Petherbridge**  
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## LIVE STOCK MARKETS

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, March 18, 1926.

**CATTLE**—Entirely too many fed steers with weight were offered during the week. Downturns amounted to a big 50c on the better grades. Yearlings, on the other hand, held about steady, especially light kinds, scarcity stimulating these as well as light heifers. In fact, yearling heifers finished active, and in instances 25c higher. Other classes of the stock got action too, and fat cows gathered upturns of 25c in instances.

Early in the week matured steers sold upward to \$11.00, but \$10.50 was the high mark on 1,400@1,600 lb. averages as the week closed. When the week closed a large proportion of the steer run was selling in a spread of 75c—mostly \$9.00 @9.75—prices which present an interesting contrast with the bulk of fat cows at \$6.00@7.50 and light heifers at \$8.00@9.00.

The persistent demand for canners, cutters and common cows continued and low quality steers usually got action at prices so close to good kinds as to excite comment. Bulls, although scarce, closed easier, relatively few bolognas making \$6.25; heavy beef bulls sold slowly on a \$6.00@6.40 market.

Vealers lost \$1.00@1.25, closing on a \$10.50@11.50 basis to big killers, a few lots making \$12.00.

**HOGS**—Increased marketings of nearly ten per cent over last week provided bearishly inclined buying interests a margin upon which to effect general lower price revisions after several days characterized by irregular and erratic fluctuations.

Weighty descriptions scaling in the neighborhood of 250 lbs. and more declined 25@35c from last Thursday, while lighterweights, as well as packing sows, suffered 15@25c downturns. Late in the week few butchers scaling more than 250 lbs. made \$12.00, which was about \$2.50 below quotations a year ago. Meanwhile, the top for selected light lights continued to hover around the \$14.00 line.

**SHEEP**—Marketings of ovine stock were well regulated during the week, and although fat lamb values fluctuated on practically every session, net changes from a week ago were negligible. Bulk of desirable fat lambs averaging 90 lbs. and under at the close moved \$13.75@14.10, no strictly choice kinds being offered. Extreme weight lambs sold mostly at \$11.00@12.00, with inbetween grades carrying weight downward to \$10.50 and below.

Best fat ewes continued to sell upward to \$9.00, and choice aged wethers again scored \$10.00.

## KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., March 18, 1926.

**CATTLE**—More liberal supplies at all markets reflected a weaker undertone to the week's trade, and prices on most fed steers are 25@50c lower, with the better grades of medium weights showing the full loss. Both heavy steers and yearlings sold at \$10.25, while the bulk of the supply of desirable kinds sold from \$8.25@9.50.

Light yearlings and heifers closed weak to 25c off, while other classes of the stock held at steady levels. Prices on veal calves were lowered \$1.00@1.50, with choice lots to packers at \$10.50 at the close.

**HOGS**—With a prevailing bearish sentiment among all buying interests, prices on hogs declined from 35@60c as compared with a week previous. Weightier kinds have predominated and show the

full loss as a rule. Shippers have taken the bulk of arrivals scaling under 225 lbs.

At the close underweights sold at \$13.50; best 200 lb. averages, \$13.00; while weighty butchers cleared from \$11.25@12.00.

Packing sows sold at 50c lower rates with late bulk from \$10.00@10.75.

**SHEEP**—Fat lamb prices suffered declines of 25@40c against a week ago, with desirable weights going to shippers at \$13.40 and best to packers at \$13.30. Heavier offerings were fairly numerous downward to \$12.00, with occasional sales of extreme heavies as low as \$11.00.

Aged sheep were scarce and prices held steady. Small lots of fat ewes sold from \$8.00@8.50.

## OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., March 18, 1926.

**CATTLE**—Burdensome receipts of fed steers and yearlings for the week resulted in prices working unevenly lower. The quality was considerably improved, with numerous loads of choice weighty steers offered and these generally received the brunt of the week's 25@40c decline. The moderate proportion of light steers and yearlings was subjected to less price loss and generally showed declines for the week of 15@25c, with plainer kinds selling downward from around \$9.25, barely steady to 15c lower.

An unusually broad shipping demand furnished support to the market so that the heavy runs were well absorbed on each day. Bulk of the week's run cleared at \$8.50@9.75, with numerous loads at \$9.85@10.25. The week's top price of \$10.40 was paid for choice 1,148 lb. weights. She stock shows a 15@25c decline for the week; veals, 50c; while bulls held fully steady.

**HOGS**—Under broad outside inquiry, light offerings have held steady with a

week ago while other classes, due to severe weight discrimination, show a 35 @50c decline, strong weight butchers showing most loss.

Desirable 150@200 lb. selections sold Thursday at \$12.50@13.00; top, \$13.10 on 160 lbs. up; better grade 200@230 lb. butchers, \$12.00@12.50; bulk 230@270 lb. butchers, \$11.50@12.00; bulk 270@325 lb. butchers, \$11.00@11.50.

Packing sows, \$10.00@10.25; stags, \$8.50 @9.00. Bulk all sales range \$11.00@13.00; top, \$13.10.

**SHEEP**—Well distributed receipts throughout the market circuit resulted in a more staple market for fat lambs and, while prices have shown a degree of fluctuation, the ups and downs for the seven-day period under review balance. Today's bulk of fed woolled lambs sold \$12.25@13.00; top, \$13.10. Fresh shorn lambs, \$10.00@10.80.

Fat sheep have been scarce and the market firm, desirable weight fat ewes largely at a spread of \$7.50@8.00.

## ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Department of Agriculture.)

So. St. Paul, Minn., March 17, 1926.

**CATTLE**—Further downturns occurred on matured steers and inbetween grades of fat cows this week, these averaging around 15@25c lower, while fed yearlings, fat heifers and canners and cutters held about steady.

All weights of steers reached \$9.50 Monday, other desirable offerings scoring from this price to \$9.00, with bulk of all steers and yearlings at \$8.00@9.00.

Fat cows and heifers predominated at \$4.50@7.50, specialties reaching \$8.25@8.75 respectively. Canners and cutters are being listed at \$3.75@4.25 mainly, with bologna bulls around \$5.50@5.75.

Veal calves are off around \$1.50 since last Wednesday, bulk selling today at \$11.00.

**HOGS**—Price spread is widening in the hog division. Lightweights are about

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, March 18, 1926, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
<b>Hogs (Soft or city hogs and roasting pigs excluded):</b>	\$13.75	\$13.75	\$13.10	\$13.50	\$13.25
<b>TOP</b>	11.30@13.30	11.75@13.65	11.00@13.00	11.75@12.85	11.50@13.00
<b>BULK OF SALES</b>	11.20@12.10	11.50@12.25	10.75@11.75	11.10@12.40	11.25@12.00
<b>Hvy. wt. (250-350 lbs.), med.-ch.</b>	11.05@13.25	11.90@13.25	11.50@12.00	11.75@12.85	11.75@13.00
<b>Med. wt. (200-250 lbs.), med.-ch.</b>	12.25@13.75	12.85@13.75	12.35@13.25	12.45@13.50	13.00@13.25
<b>Lt. wt. (150-200 lbs.), com.-ch.</b>	12.15@13.75	13.25@13.75	12.65@13.25	12.60@13.50	13.00@13.25
<b>Lt. lt. (130-180 lbs.), com.-ch.</b>	10.25@10.90	10.50@11.25	9.75@10.50	9.75@10.75	9.75@10.25
<b>Packing sows, smooth and rough.</b>	13.50@14.00	13.25@13.75	13.50@14.00	13.50@14.00	13.75@14.00
<b>Sight. pigs (130 lbs. down), med.-ch.</b>	12.07-250 lb.	12.00-221 lb.	11.85-260 lb.	12.00-251 lb.	.....
<b>Av. cost and wt., Wed. (pigs excluded)</b>	.....	.....	.....	.....	.....
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,500 LBS. UP):</b>					
Good-ch.	9.85@10.85	.....	9.15@10.50	9.15@10.80	.....
<b>STEERS (1,100-1,500 LBS.):</b>					
Choice	10.25@11.15	10.25@11.00	9.65@10.75	9.65@10.60	.....
Good	9.50@10.50	8.75@9.75	8.75@9.75	8.75@9.75	8.55@10.00
Medium	8.75@9.75	8.25@9.50	8.15@9.00	8.00@8.90	8.15@8.85
Common	7.50@8.85	6.75@8.25	6.25@8.15	6.25@8.00	6.00@8.15
<b>STEERS (1,100 LBS. DOWN):</b>					
Choice	10.75@11.15	10.50@11.25	9.75@10.90	9.75@10.75	.....
Good	9.75@10.75	9.65@10.85	9.00@10.00	8.90@10.00	9.25@10.25
Medium	8.75@9.75	8.25@9.50	8.15@9.15	8.00@9.00	8.25@9.25
Common	7.00@8.85	6.50@8.25	6.25@8.15	6.00@8.00	6.00@8.25
Canner and cutter	5.25@7.25	5.00@6.50	4.75@6.25	4.75@6.00	4.00@6.00
<b>LT. YRLG. STEERS AND HEIFERS:</b>					
Good to choice (850 lbs. down)	9.25@10.75	9.50@11.25	8.75@10.50	8.75@10.75	8.50@10.25
<b>HEIFERS:</b>					
Good-choice (850 lbs. up)	7.25@10.50	7.50@10.25	7.15@9.75	6.85@9.75	7.00@9.00
Common-med. (all weights)	6.00@8.75	6.00@8.00	5.35@7.00	5.25@8.15	7.00@7.00
<b>COWS:</b>					
Good to choice	6.85@8.25	6.75@8.00	6.15@7.00	6.25@8.00	6.00@8.00
Common and medium	4.85@6.85	5.25@6.75	4.75@6.15	4.00@6.25	4.50@6.50
Canner and cutter	3.85@4.85	3.35@5.25	3.50@4.75	3.50@4.00	3.25@4.50
<b>BULLS:</b>					
Good-ch. (beef 1,500 lbs. up)	6.15@6.80	6.25@6.75	5.75@6.40	5.75@6.50	5.30@6.25
Good-ch. (1,500 lbs. down)	6.15@7.00	6.15@7.25	5.75@6.65	6.00@7.00	5.75@6.50
Can.-med. (canner and bologna)	5.25@6.25	4.50@6.50	4.25@5.90	4.50@6.00	4.00@5.75
<b>CALVES:</b>					
Medium to choice (milk fed exc.)	6.00@7.75	6.00@8.00	5.75@8.50	6.00@9.00	4.50@7.25
Cull-common	5.00@6.25	5.00@6.00	4.50@5.75	4.00@6.00	3.50@4.50
<b>VEALERS:</b>					
Medium to choice	9.75@12.75	9.50@14.25	8.00@11.00	7.00@11.50	9.00@11.00
Cull-common	6.00@9.75	6.00@9.50	4.75@8.00	4.00@7.50	4.50@8.00
<b>Slaughter Sheep and Lambs:</b>					
Lambs, med. to choice (84 lbs. down)	12.25@14.25	12.25@13.75	12.00@13.25	11.75@13.25	11.50@13.25
Lambs, cull-com. (all weights)	10.25@12.25	11.00@12.25	9.75@12.00	9.75@11.75	9.50@11.50
Yearling wethers, medium to choice	9.00@12.00	9.00@12.00	8.75@11.00	9.50@11.75	.....
Ewes, common to choice	5.50@9.00	5.25@8.75	4.50@8.00	5.25@8.75	4.50@8.50
Ewes, canners and cull	2.00@5.50	2.00@5.25	1.50@4.50	1.50@5.25	1.00@4.50

\*Based on minimum of 50 head in one lot averaging above 130 lbs.



steady with a week ago at \$13.00@13.25 for the bulk, with heavy butchers 50@75c lower for the period, bulk today \$11.50@11.75. Medium weight butchers are saleable from \$12.00@13.00.

Bulk of the packing sows brought \$10.00, pigs mostly \$14.50.

**SHEEP.**—Fat lambs look weak to 25c lower than a week ago, best 77 lb. fed westerns today, \$13.25; 81@82 lb. lambs, \$12.75@13.00; 91@94 lb. averages, \$12.50. Fat ewes are selling from \$7.50@8.50.

## SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., March 17, 1926.

**CATTLE.**—Receipts of cattle are continuing to run fairly liberal, the 13,400 here for three days indicating an increase of 2,000 over number here for the same time of last week. The market for steers was steady today at the 25@40c decline scored on former days of the week.

Cows and heifers were lower early in the week, but are now around steady with close last week and in fairly good demand.

Best handy weight steers today, \$9.50, but they are quotable at \$10.00 for choice grades; bulk of fair to good steers and yearlings, \$8.25@9.50; common to fair, \$7.00@8.25; bulk of fat cows, \$5.50@7.00; heifers, \$7.50@8.25; canners, \$3.50@4.25; veals around \$11.00 for tops.

**HOGS.**—Receipts of 16,000 hogs were met with a decline of 15@25c on medium and heavy weights, while lights were steady to 10c lower. Good lights, \$13.00@13.15; light butchers, \$12.50@12.90; medium weights, \$12.00@12.40; big heavies, \$11.50@11.90; sows, \$9.75@10.75; pigs, \$13.00@13.75.

**SHEEP.**—Sheep and lambs were a little stronger today with best lambs quotable at \$13.25; ewes, \$8.25 for prime light weights.

## ST. JOSEPH.

(Special Letter to The National Provisioner.)

St. Joseph, Mo., March 16, 1926.

**CATTLE.**—Cattle receipts around 6,000 for two days this week. Most of these were beef steers and yearlings and quality was better than the week previous. Supplies were heavier at other points and values worked lower on some classes.

Steers and yearlings were weak to 25c lower, weightier kinds showing the most decline. Cows and heifers weak to a shade lower, bulls steady.

Bulk of steers ranged \$8.65@9.75, with tops at \$10.00 on several loads averaging 940@1,272 lbs. Colorado steers, \$8.65@9.35. Mixed yearlings sold \$8.50@9.50, load lots of heifers up to \$8.65, with odd head up to \$10.00.

Most fair to good cows sold \$5.25@6.75, with small lots on up to \$7.75. Bulls largely \$5.25@6.00, choice kinds higher. Calves 50c@1.00 higher, choice veals \$11.00.

**HOGS.**—Hog receipts around 8,000 for two days, compared with 7,244 same period last week. Market uneven, with best lights \$13.25@13.30, medium-weights \$13.10, and heavies down to \$11.65. Bulk of sales, \$11.75@13.15.

Throwout packing sows, \$10.50@11.00.

**SHEEP.**—Sheep receipts around 16,000 for the period against 16,962 same days last week. Lambs mostly 25c lower, with best handy-weights \$13.25, bulk of medium and heavies \$12.25@13.00, with some down to \$11.75.

Aged sheep very scarce, market steady. Odd bunches of ewes up to \$8.50, yearlings \$10.50, and wethers \$9.00.

**WANTED**  
**TANKAGE—All Grades**  
**GEO. H. JACKLE**  
40 Rector St. New York

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, March 13, 1926, are reported to The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	6,835	10,500	19,417
Swift & Co.	6,778	10,800	22,750
Morris & Co.	2,310	7,800	8,572
Wilson & Co.	8,044	11,400	7,480
Anglo. Amer. Prov. Co.	1,355	4,400	
G. H. Hammond Co.	2,888	4,000	
Libby, McNeill & Libby	817		
Brennan Packing Co.	6,000	hogs: Miller & Hart,	
5,000 hogs; Independent Packing Co., 3,800 hogs;			
Boyd, Lunham & Co., 6,900 hogs; Western Packing			
& Provision Co., 5,600 hogs; Roberts & Onke, 5,800			
hogs; others, 27,500 hogs.			

KANSAS CITY.			
	Cattle.	Calves.	Hogs. Sheep.
Armour & Co.	2,602	1,371	7,137 1,810
Cudahy Pkg. Co.	3,094	993	4,942 4,302
Fowler Pkg. Co.	965	3	5,847
Morris & Co.	3,005	1,200	4,276 1,467
Swift & Co.	3,805	502	6,281 4,948
Wilson & Co.	3,890	269	7,044 5,902
Local butchers	718	134	654 4
Total	18,034	4,562	29,734 18,553

OMAHA.			
	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	6,809	18,641	6,723
Cudahy Pkg. Co.	5,784	9,783	11,178
Dold Pkg. Co.	825	3,818	
Swift & Co.	2,207	5,847	
Morris & Co.	6,307	7,483	11,607
M. Glasburg	2		
Hoffman Pkg. Co.	75		
Mayerowich & Vail	58		
Mid-West Pkg. Co.	85		
Omaha Pkg. Co.	69		
John Roth & Sons	70		
So. Omaha Pkg. Co.	454		
Lincoln Pkg. Co.	40		
Nagle Pkg. Co.	133		
Sinclair Pkg. Co.	361		
Wilson & Co.	4,285		
Kennett Murray Co.	9,832		
J. W. Murphy	18,471		
Other hog buyers			
Total	24,300	72,870	35,245

ST. LOUIS.			
	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	2,060	4,184	1,632
Swift & Co.	2,646	4,119	1,461
Morris & Co.	1,940	3,418	408
St. Louis Dressed Beef Co.	1,147		
Independent Pkg. Co.	867	456	70
East Side Pkg. Co.	1,235	3,040	
Hell Pkg. Co.	503		
American Pkg. Co.	137		64
Krey Pkg. Co.	113		
Sartorius Pkg. Co.	787		
Sleff Pkg. Co.	97		29
Gerst Bros.	20	1,105	
Butchers	8,251	41,336	506
Total	18,531	61,120	4,239

ST. JOSEPH.			
	Cattle.	Calves.	Hogs. Sheep.
Swift & Co.	3,062	725	7,828 2,160
Armour & Co.	1,987	387	3,600 3,926
Morris & Co.	2,022	294	4,312 4,136
Others	2,461	265	6,575 2,740
Total	9,532	1,671	22,324 31,991

SIoux CITY.			
	Cattle.	Calves.	Hogs. Sheep.
Cudahy Pkg. Co.	2,619	348	14,906 2,030
Armour & Co.	2,780	313	12,447 1,644
Swift & Co.	1,801	372	6,400 2,219
Sacks Pkg. Co.	252	35	
Smith Pkg. Co.	27	7	74
Local butchers	96	11	7
Order buyers and packer shipments	2,602	8	25,853 232
Total	10,247	1,062	59,093 6,125

OKLAHOMA CITY.			
	Cattle.	Calves.	Hogs. Sheep.
Morris & Co.	1,155	730	2,128
Wilson & Co.	1,158	847	2,610 9
Others	61	8	308
Total	2,374	1,585	5,046 9

WICHITA.			
	Cattle.	Calves.	Hogs. Sheep.
Cudahy Pkg. Co.	1,391	544	7,516 510
Dold Pkg. Co.	424	58	3,383
Local butchers	177		
Total	1,992	602	10,899 510

DENVER.			
	Cattle.	Calves.	Hogs. Sheep.
Swift & Co.	882	142	5,954 2,070
Armour & Co.	540	196	4,394 2,782
Blaney-Murray	637	86	1,241
Others	310	306	423 145
Total	2,369	700	12,002 4,706

ST. PAUL.			
	Cattle.	Calves.	Hogs. Sheep.
Armour & Co.	3,425	4,431	19,573 630
Cudahy Pkg. Co.	453	2,116	375 83
Hertz & Rifkin	210	58	
United Pkg. Co.	1,272	97	
Swift & Co.	4,800	7,322	26,886 906
Others	408	127	11,459
Total	10,629	14,151	58,293 1,619

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs. Sheep.
Eastern buyers	1,548	3,500	11,541 807
King & Co.	1,722	761	8,053 254
Moore & Co.		31	2,998 37
Armour & Co.	179		
Indianapolis Abt. Corp.	1,248	43	
Hilgemier Bros.		10	970
Brown Bros.			
Bell Pkg. Co.	154		217
Schussler Pkg. Co.	40		279
Riverview Pkg. Co.	8		183
Meier Pkg. Co.	94		281
Indiana Prov. Co.	13	20	283
Art Wabnitz	8	38	26
Hosler Abt. Co.	35		
Others	226	79	105 26
Total	5,406	4,513	24,880 1,153

## CINCINNATI.

	Cattle.	Calves.	Hogs. Sheep.
E. Kahn's Sons Co.	788	286	4,356 109
Kroger Groc. & Bak. Co.	297	84	2,079
Gus Juengling	130	123	16
J. & F. Schroth Pkg. Co.	21		2,506
H. H. Meyer Pkg. Co.	48		2,261
J. Hilbers Sons	148		20
A. Sander Pkg. Co.	6		2,282
S. Gall	1		225
J. Schlachter's Sons	177	210	83
Wm. G. Rehn's Sons	105	38	
Total	1,716	741	13,484 455

## MILWAUKEE.

	Cattle.	Calves.	Hogs. Sheep.
Plankinton Pkg. Co.	1,131	9,615	6,874 66
N. Y. But. Dressed		17	
Meat Co.			
United Dressed Beef Co.	78		
Layton Co.			873
R. Gunz & Co.	54		114
Gross, Armour Branch	7	2,878	
Cudahy Bros.	18,034		
Armour, Chicago	358		
Butchers	322	247	51 36
Buyers	144	235	69
Total	2,205	12,675	7,981 104

## RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending March 13, 1926, with comparisons:

CATTLE.			
	Week ending Mar. 13.	Prev. week.	Cor. week 1925.
Chicago	25,827	25,062	27,535
Kansas City	18,034	18,083	19,019
Omaha	24,300	22,890	23,735
St. Louis	18,531	19,762	18,579
St. Joseph	9,532	9,643	10,716
Sioux City	10,247	5,917	11,338
Oklahoma City	2,374	2,375	2,498
Indianapolis	5,406	5,312	5,502
Cincinnati	1,716	1,490	1,512
Milwaukee	2,205	1,517	2,355
Wichita	1,992	1,492	1,964
Denver	2,369	2,425	2,785
St. Paul	10,629	9,901	9,870
Total	136,051	129,748	136,208

HOGS.			
	Week ending Mar. 13.	Prev. week.	Cor. week 1925.
Chicago	109,900	110,900	108,200
Kansas City	29,734	33,243	25,304
Omaha	72,870	66,673	85,273
St. Louis	61,120	77,821	48,825
St. Joseph	31,991	28,740	27,778
Sioux City	59,093	63,450	80,285
Oklahoma City	2,946	5,333	7,377
Indianapolis	24,880	29,023	27,239
Cincinnati	13,484	14,683	9,643
Milwaukee	7,981	8,553	5,807
Wichita	10,899	12,659	9,741
Denver	12,002	14,344	7,071
St. Paul	58,293	57,144	67,283
Total	497,902	543,170	508,329

SHEEP.			
	Week ending Mar. 13.	Prev. week.	Cor. week 1925.
Chicago	58,219	60,020	57,078
Kansas City	18,533	21,176	23,075
Omaha	35,245	49,608	42,293
St. Louis	4,239	6,106	4,477
St. Joseph	31,991	26,100	27,595
Sioux City	6,125	63,450	4,899
Oklahoma City	9	11	17
Indianapolis	1,153	1,502	525
Cincinnati	453	758	85
Milwaukee	104	163	517
Wichita	510	366	1,336
Denver	4,706	4,332	5,332
St. Paul	1,619	2,932	2,152
Total	162,926	226,526	169,981

## CHICAGO STOCK YARDS PROFITS.

Net income of \$2,535,882 after taxes, interest and operating expenses in 1925 is reported in the thirty-fifth annual report of the Chicago Junction Railways and the Union Stock Yards Company, as against \$2,754,916 in 1924. Gross earnings in 1925 were \$6,935,145, against \$7,328,069. Receipts of cattle in 1925 were 3,023,387, a decrease of 179,332. Receipts of hogs were 7,995,964, a decrease of 2,447,211 from 1924, when receipts were abnormal. The valuation of livestock was \$541,873,346, an increase of more than \$13,000,000. Total assets were \$30,988,75.

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## Chicago.

**PACKER HIDES**—Moderately active. Some slight advances were scored in native descriptions. One packer sold 2,500 St. Paul March native steers at 12½¢; being ½¢ up; these will be very lightly grubby. About 3,000 March heavy cows made 10¼¢, or ¼¢ higher, being regular slaughter. Recent bids 11¼¢ registered for the lightly grubby St. Paul heavy cows which were held for 11¼¢. About 6,000 native cows, lights, sold at 11½¢ or steady. Another packer moved 1,000 butts 12¢; 2,000 Colorados 11½¢ and 1,000 branded cows at 10½¢. Small packer hides are quiet and quoted around 11@11¼¢ as to dates and descriptions; brands 10¼¢.

**COUNTRY HIDES**—Operations are still somewhat restricted, but some business is reported in 10 per cent grubby extremes at 12½¢. Other descriptions of stock are rather quiet. All weight hides are quoted at 9¾@10½¢ selected and delivered as to lots, sections and sellers. Heavy steers are quiet and nominal at 11@11¼¢; heavy cows at 9@9½¢ with the outside for better described merchandise. Buff weights are usually priced at 10@10½¢. Extremes in ordinary quality quoted 11½@12½¢ for average and description. Branded country hides 8½@9¢ flat; country packer brands at 9@11¢; bulls quoted around 8@8½¢; country packer stock 8½@9¢; glue hides 7@7½¢.

**CALFSKINS**—Inaction is still noticeable. Local city collectors still try for 17½¢. Holdings are moderate with some collectors sold a trifle in advance. Receipts are somewhat strong. In the packer descriptions 20c is asked on March kill and intimated that bids would be welcomed. Last sales on Februarys were at 19c. Outside calfskins are quiet and nominal, around 16@17½¢ asked for descriptions. Country mixtures 14½@16¢; deacons \$1.05@1.15; cities, \$1.20@1.30; slunks 85c last paid. Kipskins are quiet. Demands are limited. Cities last sold at 14c; packers quoted around 15@15½¢ nominal; countries 12@13c for mixtures.

**MISCELLANEOUS MARKETS**—Dry hides are quiet at 17@19c; horse hides range at \$3.75@4.50 for country types; renderers \$4.25@4.75 for business; some held higher; packer pelts \$2.00@2.50 for descriptions; shearlings \$1.07@1.10 paid; most bid \$1.05. Dry pelts 23@25c; pickled skins \$6.50@7.00.

## New York.

**NEW YORK PACKER HIDES**—New York packer hides are connected with rumors of business at slight reductions, but verification cannot be obtained. Native steers are talked at 11½¢ and usually held for 12c. Butts are quiet with 11½¢ last paid and nominal; Colorados 11c. Cows are quiet and quoted around a 10c top; bulls, 9c nominal; spreads, 13½@14½¢.

**OUTSIDE PACKER HIDES**—Small packer hides are quiet in the east. All weight steers and cows are quoted around 11c for business; some lots held a trifle higher. A demand of fair proportions is noted. Canadian killers are well sold out for March. Mid western killers recently moved all weight stock at 11@11½¢ and moderate lines are still unsold. Mountain states packer hides are steady, big packer production at Salt Lake City going at 11½¢ for steers and 10½¢ for cows, selected Chicago basis. Stock f.o.b. and flat, which is the usual method of selling, ranges around 8@10c as to descriptions.

**COUNTRY HIDES**—Country hides are marking time for the most part. Buyers and sellers are usually half a cent apart in their ideas. Mid western extremes are rated 12@12½¢ asked for ordinary qualities and bids of 11½@12c

are noted. Very choice grub free and city take-off extreme weights bettered 13c in some instances, but such type business is hardly representative of the market. Southern 25@50's are quoted at 11½¢ flat as a rule for ordinary northerly descriptions. Weights 15@50 lbs. quoted 12c and 15@30's at 12½@13c asked as to lots and sections.

**CALFSKINS**—New York cities are quiet and unchanged with recent business tending to clear surplus holdings, leaving collectors in a moderately well fixed position as regards the future. No great amount of stock is offered and not much urgency is noted in the buying circles. Three weights lately sold at \$1.50@1.55@2.10@2.15@2.70@2.75. These ranges are considered the nominal market. Outside skins are quiet and quoted at inside New York rates to 15c discount. Untrimmed skins are ranged at 16@17½¢ for cities as to descriptions. Foreign skins are quiet. N. Y. kips \$3.00@3.50 nominal.

**FOREIGN WET SALTED HIDES**—Frigorifico material is a trifle quiet and unchanged at the moment. Argentine steers recently advanced to 16¼@16½¢, which has been responsible for a slackening in the demand. Uruguay steers last sold at 16¼¢, but as a rule nothing is available below 17c and generally more money is asked. Cows have been showing a trifle firmer front with sales at 14½@14¾¢; sellers now ask 14½¢ or better. Type hides are quiet, steers 14½¢; cows, 13@13½¢.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending March 20, 1926, with comparisons, are reported as follows:

	PACKER HIDES.		
	Week ending Mar. 20, '26.	Week ending Mar. 13, '26.	Cor. week 1925.
Spread native steers	@14½¢	@14½¢	@16¢
Heavy native steers	@12½¢	@12½¢	@14c
Heavy Texas steers	@12c	@12c	@14c
Heavy butt branded steers	@12c	@12c	@14c
Heavy Colorado steers	@11½¢	@11½¢	@13½¢
Ex-Light Texas steers	@11c	@11c	@13c
Branded cows	@10½¢	@10½¢	@13c
Heavy native cows	@10½¢	@10½¢	@13c
Light native cows	@11½¢	@11½¢	@13½¢
Native bulls	@9½¢	@9½¢	@10½¢
Branded bulls	@8c	@8c	@9½¢
Calfskins	@18c	@20c	24½@25c
Kips	@15½¢	@15½¢	@18c
Kips, over t.	14 @14½¢	14 @14½¢	@16c
Kips, branded	@13c	@13c	@14c
Slunks, regular	75 @85c	50 @85c	1.15@1.20
Slunks, hairless	50 @60c	50 @60c	@65c
Light, Native, Buffalo, Colorado and Texas steers 1c per lb. less than heavies.			

## CITY AND SMALL PACKERS.

	Week ending Mar. 20, '26.	Week ending Mar. 13, '26.	Cor. week 1925.
Natives, all weights	@11½¢	11½@12c	@13½¢
Bulls, native	@9½¢	@10c	@10½¢
Br. str. hds.	@10½¢	11 @11½¢	@12c
Calfskins	@17½¢	@18½¢	@22c
Kips	@14½¢	@15½¢	@16c
Slunks, hairless	@1.00	@1.00	@1.30
No. 1	@40c	@40c	@50c

## COUNTRY HIDES.

	Week ending Mar. 20, '26.	Week ending Mar. 13, '26.	Cor. week 1925.
Heavy steers	11 @11½¢	11 @11½¢	12 @12½¢
Heavy cows	9 @9½¢	9 @9½¢	10 @11c
Butts	9½@10c	9½@10c	@11c
Extremes	11 @12c	11 @12c	12½@13c
Bulls	8 @8c	8 @8c	8 @8½¢
Branded hides	8 @8½¢	8 @8½¢	9½@10c
Calfskins	14 @15c	14 @15c	15 @15½¢
Kips	12 @13c	12 @13c	13 @13½¢
Light calf	\$0.80@0.90	\$0.80@0.90	\$1.00@1.10
Deacons	\$0.70@0.80	\$0.70@0.80	\$0.90@1.00
Slunks, regular	\$0.70@0.80	\$0.70@0.80	\$0.95@1.10
Slunks, hairless	\$0.25@0.30	\$0.25@0.30	\$0.35@0.40
Horsehides	\$4.00@4.25	\$4.00@4.25	\$4.25@4.75
Hogskins	\$0.25@0.30	\$0.25@0.30	\$0.35@0.40

## SHEEPSKINS.

	Week ending Mar. 20, '26.	Week ending Mar. 13, '26.	Cor. week 1925.
Large packers	\$2.00@2.60	\$2.00@2.60	\$3.70@3.90
Small packers	\$2.25@2.50	\$2.25@2.50	\$3.25@3.50
Pkrs. shearings	\$1.10	\$1.10	\$1.25@1.55
Dry pelts	\$0.23@0.25	\$0.23@0.25	\$0.32@0.34

## RECEIPTS AT CENTERS.

SATURDAY, MARCH 13, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	500	3,000	3,000
Kansas City	100	3,000	...
Omaha	100	5,500	...
St. Louis	300	3,200	100
St. Joseph	300	7,500	...
St. Paul	300	800	...
Oklahoma City	200	300	...
Fort Worth	300	100	...
Milwaukee	...	100	...
Denver	100	1,100	5,200
Louisville	...	...	...
Wichita	...	500	...
Indianapolis	200	2,500	100
Pittsburgh	100	1,300	300
Cincinnati	200	1,000	100
Buffalo	100	1,500	800
Cleveland	100	1,000	500
Nashville, Tenn.	...	...	...
Toronto	400	200	...

MONDAY, MARCH 15, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	25,000	55,000	21,000
Kansas City	13,000	12,000	10,000
Omaha	10,000	7,500	12,000
St. Louis	4,000	11,500	1,000
St. Joseph	300	4,000	10,000
St. Paul	5,000	6,000	1,000
Oklahoma City	600	1,200	...
Fort Worth	1,500	1,000	...
Milwaukee	...	...	180
Denver	3,700	4,900	11,400
Louisville	1,200	1,200	200
Wichita	4,500	2,500	400
Indianapolis	800	3,000	600
Pittsburgh	1,100	4,500	3,000
Cincinnati	1,200	6,000	300
Buffalo	1,900	7,500	9,000
Cleveland	800	4,000	1,100
Nashville, Tenn.	200	800	...
Toronto	4,500	1,600	600

TUESDAY, MARCH 16, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	20,000	19,000
Kansas City	8,500	8,000	9,000
Omaha	15,000	17,000	14,000
St. Louis	5,500	11,500	2,000
St. Joseph	2,800	4,500	4,000
St. Paul	5,000	11,000	700
Oklahoma City	2,000	9,000	800
Fort Worth	1,500	800	...
Milwaukee	800	3,000	200
Denver	800	3,000	7,800
Louisville	100	1,000	200
Wichita	1,000	3,100	250
Indianapolis	1,300	6,000	300
Pittsburgh	100	1,000	300
Cincinnati	200	2,400	200
Buffalo	200	1,500	400
Cleveland	100	1,500	200
Nashville, Tenn.	100	...	...
Toronto	1,400	1,200	100

WEDNESDAY, MARCH 17, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	22,000	25,000
Kansas City	8,500	11,000	5,000
Omaha	10,000	17,000	10,000
St. Louis	5,000	14,000	1,000
St. Joseph	4,200	9,000	5,000
St. Paul	3,500	16,000	1,900
Oklahoma City	3,800	16,000	1,900
Fort Worth	1,400	500	...
Milwaukee	400	1,000	100
Denver	500	2,200	0,000
Louisville	100	800	200
Wichita	800	2,000	100
Indianapolis	1,200	5,000	800
Pittsburgh	100	1,500	900
Cincinnati	600	3,700	300
Buffalo	300	2,500	1,400
Cleveland	300	2,000	500
Nashville, Tenn.	100	700	...
Toronto	800	500	2,800

THURSDAY, MARCH 18, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	35,000	12,000
Kansas City	2,000	6,500	3,000
Omaha	3,000	14,500	8,000
St. Louis	1,200	5,000	250
St. Joseph	1,500	10,500	0,000
St. Paul	3,000	16,500	500
Oklahoma City	3,100	9,000	500
Fort Worth	800	600	...
Milwaukee	1,500	900	100
Denver	2,000	2,700	9,000
Wichita	300	1,500	...
Indianapolis	1,000	5,000	100
Pittsburgh	...	1,000	800
Cincinnati	...	800	100
Buffalo	100	1,175	200
Cleveland	200	2,500	1,000

FRIDAY, MARCH 19, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	22,000	12,000
Kansas City	500	3,000	1,000
Omaha	1,000	7,000	6,000
St. Louis	1,000	10,500	800
St. Joseph	1,000	4,000	2,500
St. Paul	1,500	11,500	1,000
Oklahoma City	2,000	10,500	800
Fort Worth	400	1,000	100
Milwaukee	1,200	500	200
Denver	200	2,000	6,500
Wichita	200	1,800	...
Indianapolis	800	4,000	100
Pittsburgh	...	1,200	1,000
Cincinnati	...	3,000	100
Buffalo	100	3,700	4,000
Cleveland	300	2,000	1,000



# ICE AND REFRIGERATION

## ICE NOTES.

The Lake Superior cold storage plant of the Peninsula Wholesale Grocery Company has been sold to Cahoodas Brothers, Houghton, Mich.

It is reported that local business interests are endeavoring to establish a cold storage plant in Monett, Mo.

Maurer Ice & Coal Company plans to enlarge its ice plant in Springfield, Ill.

A new concern known as the Atlantic States Warehouse & Cold Storage Company has been organized at Springfield, Mass., which will lease and operate the storage warehouse in that city formerly operated by the Eastern States Warehouse & Cold Storage Company.

A new ice plant is being erected in Pittsburg, Calif., by S. Carusa and brother.

Bracketville Ice & Power Company plans to erect a new ice and power plant in Bracketville, Tex.

Lakeland Cold Storage Company plans to erect a cold storage plant in Cleveland, Ohio, at a cost of around \$130,000.

Crystal Ice & Storage Company plans to erect a new plant in Portland, Ore.

## COOLING THE MEAT MARKET.

The need for an efficiency cooling system is great in a retail meat market. The dealer whose refrigerating plant is not efficient is struggling under a big handicap in the conduct of his market.

Retailers are coming to recognize this fact, and are installing new equipment, or

adding to their present cooling systems. The York Manufacturing Co., York, Pa., one of the leading manufacturers of ice making and refrigerating equipment, lists the following up-to-date retail meat dealers who have recently installed York equipment:

Lurier & Mades Co., meat market, 87 Grafton St., Worcester, Mass.; one 4-ton refrigerating machine.

Platten Brothers Meat Market, Green Bay, Wis.; one 5-ton refrigerating machine.

Paul D. Arata Meat Market, Fort Thomas, Ky.; a 1½-ton refrigerating machine.

Joseph Summa, butcher, Syracuse, N. Y.; a two-ton self-contained refrigerating machine.

City Meat Market, Hartley, Iowa; a two-ton self-contained refrigerating machine.

Fred T. Roos Meat Market, Pittsburgh, Pa.; a one-ton self-contained refrigerating machine.

Sawyer's Meat Market, Sanborn, Iowa; one 3-ton refrigerating machine.

Johnson Brothers Meat Market, Du Pont, Wash.; a ¾-ton refrigerating machine.

George Blaga Meat Market, Massillon, Ohio; a two-ton self-contained refrigerating machine.

Decker Brothers Meat Market, Annawan, Ill.; a 1½-ton refrigerating machine.

J. D. Ballas, groceries and meats, Savanna, Ill.; a 1½-ton refrigerating machine.

Peter B. Sandrene Meat Market, Akron, Ohio; a two-ton self-contained refrigerating machine.

Luigi D'Angelo, butcher, Utica, N. Y.; a one-ton refrigerating machine.

Lloyd Brothers Meat Market, Martinsburg, W. Va.; one 3-ton refrigerating machine.

Dedreux Market Co., meats, Cleveland, Ohio; a two-ton self-contained refrigerating machine.

S. L. Harris Meat Market, Thornton, Iowa; a two-ton refrigerating machine.

Smyth Brothers Meat Market, Maidsville, W. Va.; one 8-ton refrigerating machine.

S. S. Logan, Meat Market, Huntington, W. Va.; one 5-ton refrigerating machine.

P. L. Beezer Estate, meat market, Bellefonte, Pa.; a 5-ton refrigerating machine.

Multer Brothers Meat Market, Portsmouth, Ohio; one 3-ton refrigerating machine.

Frank Rovo, butcher, Syracuse, N. Y.; a one-ton self-contained refrigerating machine.

John Karwois, butcher, Girardville, Pa.; a two-ton self-contained refrigerating machine.

Frank Reisacher Meat Market, Pittsburgh, Pa.; a two-ton self-contained refrigerating machine.

H. C. Bohack Co., Inc.; meat market, Hempstead, L. I., N. Y.; a two-ton refrigerating machine.

Nathan Berg Meat Market, Philadelphia, Pa.; one 4-ton refrigerating machine.

Benjamin Mannlein, butcher, Yonkers, N. Y.; a one-ton self-contained refrigerating machine.

Kane Milling & Grocery Co., meats, Kane, Pa.; a two-ton self-contained refrigerating machine.

James Savage Meat Market, McKeesport, Pa.; one 3-ton refrigerating machine.

J. D. Springstead Market, Brooksville, Fla.; a two-ton self-contained refrigerating machine.

Allan W. Stauffer Market, St. Petersburg, Fla.; a two-ton self-contained refrigerating machine.

James Tracey, butcher, Palisade Park, N. J.; a two-ton self-contained refrigerating machine.

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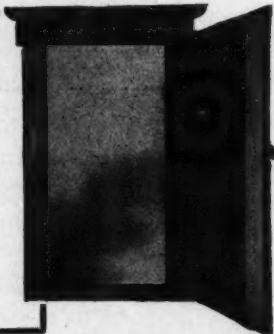
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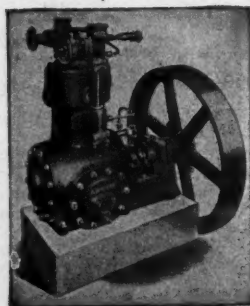
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**Durable**  
**Reliable**  
**Economical**



The Arctic Junior  
Refrigerating Machine.

**Leak Proof**  
**Fool Proof**  
**Uniform**

Somebody The Arctic Ice Machine Co.  
near you Canton, Ohio

has one



Arctic Horizontal  
Ammonia Compressor

We'd like  
to hear  
from you

# An Unsolicited Letter

Bristol, Conn. May 9, 1925

United Cork Companies  
Lyndhurst, N. J.

Dear Sirs:

Enclosed you will find the final payment for the cork insulation you did for us.

Would like to say that we were very much pleased with the work you did for us and the businesslike way you carried out your contract according to agreement.

Also a word of appreciation for your Mr. Bennett who came to us from the Boston office. He was the right man for the job.

We would be glad at any time to speak a good word for you should opportunity offer, and you will be welcome to show our job to anyone should you wish to do so. Thanking you again,

Yours truly  
E. J. Stone  
R. F. O. 3

This letter is shown here because it proves that we give the same care and attention to our small jobs, as to our large contracts. Many similar letters are in our files.

We are just as anxious to give our Customers "SERVICE" as we are to manufacture the very highest grade of Corkboard—"Crescent" (100% Pure). This material installed by our trained and experienced construction organization under "Personal Supervision," elicits letters of the above type.

Let us quote you on the COMPLETE INSTALLATION of your Insulation.

## United Cork Companies of N. Y.

### SELLING OFFICES

New York: 50 Church St.  
Chicago  
1151 Eddy St.  
Philadelphia  
1042 Ridge Ave.  
Boston  
45 Commercial Wharf  
Cincinnati: Terminal W. H. Bldg.

Baltimore  
503 Munsey Bldg.  
Cleveland  
1200 W. 9th St.  
Pittsburgh  
1331 Penn Ave.

### PLANT

Lyndhurst, N. J.

### AGENCY

Federal Asbestos Co.  
Milwaukee, Wis.



# Chicago Section

Fred R. Burrows of Swift & Company has returned from his annual outing in the South with Mrs. Burrows.

Louis J. Menges, of the National Packers' Supply Co., St. Louis, Mo., was a Chicago visitor early in the week.

Fred T. Fuller, gentleman farmer of Des Moines, Ia., made a trip to the city this week to see the sights again.

W. P. Matthews, of the purchasing department, Procter & Gamble Co., Cincinnati, Ohio, was in Chicago this week.

A business caller in the city this week was President P. A. Jacobson, of the Interstate Packing Co., Winona, Minn.

C. A. Briggs, scale expert of the Packer and Stockyard Administration, was in Chicago late last week on his way to St. Louis.

S. S. Conway, superintendent of Gerst Bros. Meat Co., St. Louis, Mo., was in the city early in the week on his way to Washington.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 42,845 cattle, 14,788 calves, 62,046 hogs and 39,847 sheep.

Among the Hoosiers visiting in Chicago this week were Fred Dryfus and Ernest Urwitz, of the Dryfus Packing & Provision Co., Lafayette, and Isaac Powers, of the Home Packing & Ice Co., Terre Haute.

B. F. Nell, Sr., head of B. F. Nell & Company, packinghouse machinery and equipment manufacturers, is expected to return next week from California, where he has been basking in the sunshine for several months.

Prices realized on Swift & Company's sales of carcass beef in Chicago for week ending Saturday, March 13, on shipments sold out were as follows: Cows, common to good, 9c@13.50c; steers, common to me-

dium, 12c@15.50c; steers, good to choice, 16.00c@20c, and averaged 13.37c per pound.

Provision shipments from Chicago for the week ending March 13, 1926, with comparisons, are reported as follows:

	Last week	Prev. week	Cor. week, 1925.
Cured meats, lbsa....	16,819,000	16,666,000	18,687,000
Fresh meats, lbsa....	43,589,000	42,152,000	36,932,000
Lard, lbsa.....	8,149,000	8,780,000	9,813,000

## PRODUCERS REORGANIZE FIRM.

More than 600 farmers attended a meeting in Chicago on Thursday of this week, called to help reorganize the Chicago Producers' Commission Association, which was recently suspended for a period of 30 days from the yards by Secretary of Agriculture Jardine. The meeting was held under the auspices of the farm bureaus of Indiana, Illinois, Iowa, Wisconsin and Minnesota.

The resignation of the manager and the board of directors, which was presented at the meeting, was unanimously refused, and they were directed to remain in office. Five new names were added to the board of directors, increasing it to 12.

A branch of the St. Louis Producers association has been established in Chicago, with the approval of the U. S. Department of Agriculture, to operate during the period of suspension of the Chicago association.

## DEATH OF MRS. L. A. KRAMER.

Friends throughout the industry of Louis A. Kramer, the well-known packinghouse engineer and inventor, have learned with sorrow of the passing of his wife, Josephine M. Kramer, whose death occurred at the Michael Reese hospital, Chicago, on March 12. Mrs. Kramer had been in poor health for a long time, and had borne her suffering bravely. She was widely known in the trade, as she was deeply interested in her husband's activities, and was present with him at nearly

all trade gatherings, where she made many friends.

Funeral services were held on March 14, and interment was at Rose Hill cemetery, Chicago. Mrs. Kramer leaves, besides her husband, a son, Louis P. Kramer, and two daughters, Mrs. Burton Thatcher and Mrs. Emery Westlake, all of Chicago.

## ARMOUR FINANCIAL REPORT.

(Continued from page 20.)

semination of ownership of our capital stock. More than 80,000 persons in all walks of life own Armour and Company.

"I am pleased to report that a majority of our 60,000 employees are owners of stock in our company, and that our relations in general with our employees continue upon a most satisfactory basis. During the past year we extended our group life insurance plan so that our hourly paid employees, who were not previously included, are now protected against the results of accident, sickness or death.

"The effort of your management to effect steady reductions in unit operating costs yielded excellent results during the year. A substantial portion of 1925 profits was the result of economies in operation.

## Cutting Costs Helps Profits.

"The nature of our business compels us to buy raw materials at open market prices, and to sell finished product on a similar basis. Your company's opportunity to profit lies between these two market levels, and every reduction in cost which we are able to effect adds just that much to our profits.

"A survey of present livestock statistics, as well as consideration of general industrial conditions, indicates that business during the present year will be maintained at large volume. Throughout the country the people are fully employed at high wages. That always means a strong demand for our products."

The company's balance sheets are as follows:

## Consolidated Income and Surplus Statement.

Armour and Company, an Illinois corporation, including Armour and Company

**H. C. GARDNER F. A. LINDBERG**  
**GARDNER & LINDBERG**  
ENGINEERS  
Mechanical, Electrical, Architectural  
SPECIALTIES, Packing Plants, Cold Storage,  
Manufacturing Plants, Power Installations, Investigations  
1124 Marquette Bldg. CHICAGO

**H. F. Henschien R. J. McLaren**  
**HENSCHEN & McLAREN**  
Architects  
1637 Prairie Ave. Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION

**Fred J. Anders Chas. H. Reimers**  
**ANDERS & REIMERS**  
ARCHITECTS  
ENGINEERS  
314 Erie Bldg. Packing House  
Cleveland, O. Specialists

**M. P. BURT & COMPANY**  
Engineers & Architects  
Packinghouse and Cold Storage Designing—  
Consultation on Power and Operating Costs,  
Curing, etc. You Profit by Our 25 Years' Experience. Lower Construction Cost. Higher efficiency.  
206-7 Falls Bldg., MEMPHIS, TENN.

## Packing House Products

Oldest Brokers in Our Line

**The Davidson Commission Co.**  
Tallow Grease Provisions Oils Tankage Bones Cracklings Hog Hair  
Carcass Beef—F. S. Lard—Green Pork  
Boneless Beef—Ref. Lard—Cured Pork  
Quick Reliable Service Guaranteed  
Night Phones Postal Telegraph Building  
All Working CHICAGO, ILL.

**George F. Pine Walter L. Munnecke**  
**Pine & Munnecke Co.**  
Packing House & Cold Storage  
Construction; Cork Insulation &  
Overhead Track Work.  
510 Murphy Bldg. Detroit, Mich. 155 Congress Street

**D. I. Davis and Associates**  
624 South Michigan Avenue  
CHICAGO, ILL.

**Stadler, Levine & Cravin**  
Architectural & Mechanical Engineers  
Packing Plants—Refrigeration  
Plans and Supervision  
29 Broadway NEW YORK

**C. W. RILEY, Jr.**  
BROKER  
2100 Union Central Bldg., Cincinnati, O.  
Provisions, Oils, Greases and Tallow  
Offerings Solicited

## PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
Manhattan Building, Chicago, Ill. Cable Address, Pacarco

of Delaware, the North American Provision Company and subsidiaries.

December 27, 1924 to January 2, 1926:

Income before deducting Depreciation and Interest .....	\$ 36,213,922.59
Less—Depreciation—Buildings, Machinery, Cars and Equipment .....	9,197,016.81
Income before charging Interest .....	\$ 27,016,905.78
Interest Charges .....	12,565,096.21
Income before Dividends .....	\$ 14,451,809.57
Preferred Stock Dividends .....	9,247,980.00
Income Applicable to Common Stock .....	\$ 5,203,829.57
Class "A" Common Stock Dividends:	
Paid during 1925 .....	\$4,000,000.00
Paid January 2, 1926 .....	5,000,000.00
Balance Carried to Surplus .....	203,829.57
Surplus December 27, 1924 .....	54,807,152.50
Surplus January 2, 1926 .....	\$ 55,010,982.07

### Consolidated Balance Sheet.

As of Jan. 2, 1926:

ASSETS.	
Current Assets:	
Cash (excluding \$11,845,533.14 specifically deposited to anticipate Foreign Acceptances) .....	\$ 10,490,409.44
Accounts and Notes Receivable .....	68,869,997.79
Inventories of Merchandise (less \$10,976,394.50 Drafts drawn against Foreign Consignments) .....	118,651,623.63
Marketable Securities at estimated realizable values .....	9,311,716.72
	\$207,323,747.58
Investment Stocks, Bonds and Advances	42,589,793.63
Properties:	
Land, Buildings, Machinery and Fixed Equipment .....	\$200,585,362.13
Refrigerator Cars, Delivery Equipment, Tools, etc. ....	17,393,866.09
Franchises and Leaseholds .....	1,941,874.94
	\$219,921,103.16
Deferred Charges, including Unamortized Discount .....	15,876,559.05
	\$485,711,203.42
LIABILITIES.	
Current Liabilities:	
Notes Payable .....	\$ 41,112,476.05
Acceptances Payable .....	1,309,197.87
Accounts Payable .....	18,538,394.78
	\$ 55,960,068.70
Gold Notes:	
Wm. F. Mosser Company—8%, due in 1930 .....	\$ 1,900,000.00
(Called for redemption as of April 1, 1926) .....	
Morris & Company—7½%, due in 1930 .....	13,000,000.00
	\$ 14,900,000.00
First Mortgage Gold Bonds:	
Delaware Company—5½%, Guaranteed, due in 1943 .....	\$ 50,000,000.00
Morris & Company—4½%, due in 1939 .....	16,467,000.00
	\$126,467,000.00
Reserve for Contingencies .....	1,500,000.00
Minority Stockholders' Equity in Common Stock and Surplus of controlled companies herein consolidated .....	407,552.65
Guaranteed 7% Cumulative Preferred Stock Issued:	
Delaware Company .....	\$ 63,506,900.00
The North American Provision Company .....	8,900,000.00
	\$ 72,406,900.00
7% Cumulative Preferred Stock Issued, Illinois Company .....	50,298,400.00
Common Stock Issued—Illinois Company:	
(Par Value \$25.00 per share)	
Class "A" .....	\$ 50,000,000.00
Class "B" .....	50,000,000.00
	\$100,000,000.00
Surplus .....	55,010,982.07
	\$485,711,203.42

### Delaware Company Balance Sheet.

For Armour & Company of Delaware, including the North American Provision Company and subsidiaries, the consolidated balance sheet of January 2, 1926, shows:

ASSETS.	
Current Assets:	
Cash .....	\$ 2,988,613.05
Accounts and Notes Receivable .....	34,315,487.62
Inventories of Merchandise (less \$4,276,394.50 Drafts drawn against Foreign Consignments) .....	77,000,400.73
Marketable Securities at estimated realizable values .....	9,294,153.30
	\$123,688,663.70
Investment Stocks, Bonds and Advances	30,634,882.12
Properties:	
Land, Buildings, Machinery and Fixed Equipment .....	\$121,020,453.40
Refrigerator Cars, Delivery Equipment, Tools, etc. ....	4,471,407.83
Franchises and Leaseholds .....	1,938,674.71
	\$127,428,536.03
Deferred Charges, including Unamortized Discount .....	12,581,554.76
	\$294,353,636.55

### LIABILITIES.

Current Liabilities:	
Notes Payable to Armour and Company (an Illinois Corp.) .....	\$ 25,307,084.98
Acceptances Payable .....	815,079.71
Accounts Payable .....	6,548,203.77
	\$ 32,670,368.46
Gold Notes:	
Wm. F. Mosser Company—8%, due in 1930 .....	\$ 1,900,000.00
(Called for redemption as of April 1, 1926) .....	
Morris & Company—7½%, due in 1930 .....	13,000,000.00
	\$ 14,900,000.00
First Mortgage Gold Bonds:	
Delaware Company—5½%, Guaranteed, due in 1943 .....	\$ 50,000,000.00
Morris & Company—4½%, due in 1939 .....	16,467,000.00
	\$ 66,467,000.00
Minority Stockholders' Equity in Common Stock and Surplus of controlled companies herein consolidated .....	401,519.04
Guaranteed 7% Cumulative Preferred Stock Issued:	
Delaware Company .....	\$ 63,506,900.00
The North American Provision Company .....	8,900,000.00
	\$72,406,900.00
Common Stock Issued:	
(all owned by Armour and Company, an Illinois Corp.) .....	90,000,000.00
Surplus .....	37,747,849.05
	\$294,353,636.55

### Officers and Directors.

Officers of the company are as follows: President, F. Edson White.

Vice-presidents, Philip D. Armour, Charles W. Armour, Arthur Meeker, A. Watson Armour, Laurance H. Armour, Frank W. Waddell, Charles H. MacDowell, David T. Kiley, Victor H. Munnecke, Frederick W. Ellis, Herbert S. Johnson and George M. Willetts.

Treasurer, Philip L. Reed.

Comptroller and secretary, William P. Hemphill.

Assistant treasurers, Edward L. Lalumier and Charles E. Hazard.

General auditor and assistant secretary, Warren H. Sapp.

Assistant secretary, Albert H. Willett.

Board of directors: J. Ogden Armour, chairman; Samuel McRoberts, James Simpson, Albert H. Wiggin, Philip D. Armour, Charles F. Curtis, Charles W. Armour, Bernard A. Eckhart, A. Watson Armour, Robert P. Lamont, Arthur Reynolds, Lester Armour, Michael W. Borders, Arthur Meeker, Harvey J. Sconce, Laurance H. Armour and F. Edson White.

### CHICAGO LIVESTOCK.

#### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 8 .....	20,230	3,976	61,121	18,701
Tues., Mar. 9 .....	13,576	3,990	21,309	13,080
Wed., Mar. 10 .....	7,391	2,142	11,903	14,896
Thurs., Mar. 11 .....	11,204	5,726	31,187	19,899
Fri., Mar. 12 .....	2,796	851	27,976	11,415
Sat., Mar. 13 .....	243	161	2,313	4,218
Total last week .....	55,440	18,846	155,709	82,170
Previous week .....	49,990	12,163	150,076	96,004
Year ago .....	52,804	20,401	147,000	78,281
Two years ago .....	54,341	17,394	224,152	73,979

#### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 8 .....	4,905	576	15,418	2,188
Tues., Mar. 9 .....	3,968	16	10,693	4,296
Wed., Mar. 10 .....	2,689	75	4,673	3,370
Thurs., Mar. 11 .....	2,324	294	9,835	9,373
Fri., Mar. 12 .....	1,060	9	10,292	5,866
Sat., Mar. 13 .....	183	—	1,775	622
Total last week .....	14,201	903	51,888	26,085
Previous week .....	15,520	814	42,000	25,169
Year ago .....	16,077	361	42,806	19,447
Two years ago .....	19,581	1,147	50,691	24,414

Receipts at Chicago Stock Yards thus far this year to March 13, with comparative totals:

	1926.	1925.
Cattle .....	640,351	622,477
Calves .....	172,180	179,093
Hogs .....	1,933,283	2,514,410
Sheep .....	950,639	777,593

Combined weekly hog receipts at eleven markets for week ending March 13, with comparisons:

	Week.	Year to date.
Week ending March 13 .....	534,000	6,292,000
Previous week .....	571,000	
1925 .....	565,000	8,722,000
1924 .....	524,000	9,792,000
1923 .....	762,000	8,057,000
1922 .....	487,000	6,993,000

Combined receipts at seven markets for the week ending March 13, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending March 13 .....	180,000	463,000	213,000
Previous week .....	173,000	500,000	234,000
1925 .....	192,000	500,000	215,000
1924 .....	172,000	706,000	181,000
1923 .....	163,000	639,000	184,000
1922 .....	181,000	390,000	173,000

Combined receipts at seven points for 1926 to March 13, 1926, with comparisons:

	*Cattle.	Hogs.	Sheep.
1926 .....	1,910,000	5,425,000	2,160,000
1925 .....	1,899,000	7,470,000	1,992,000
1924 .....	1,856,000	5,165,000	2,008,000
1923 .....	1,995,000	7,245,000	2,224,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Average Number received.	Weight—lbs.	Prices—Top.	Average.
*This week .....	156,400	249	\$14.25	\$12.25
Previous week .....	150,076	247	14.00	12.45
1925 .....	147,600	229	14.25	13.75
1924 .....	224,152	239	7.65	7.40
1923 .....	197,522	239	5.85	5.20
1922 .....	150,189	240	10.95	10.25
1921 .....	137,015	239	11.50	10.00

Av. 1921-1925 .....

\*Receipts and average weights for week ending March 13, 1926, unofficial.

#### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending March 13 .....	\$ 9.85	\$12.25	\$ 8.10	\$12.20
Previous week .....	9.85	12.45	8.10	12.60
1925 .....	10.35	13.75	9.35	16.90
1924 .....	9.40	7.40	9.05	15.40
1923 .....	8.85	8.20	8.00	13.75
1922 .....	7.05	10.25	8.35	14.40
1921 .....	9.10	10.60	8.75	9.50
Av. 1921-1925 .....	\$ 9.15	\$ 9.90	\$ 8.20	\$13.95

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending March 13 .....	41,500	104,300	56,000
Previous week .....	34,440	108,076	70,835
1924 .....	50,749	104,734	58,824
1923 .....	34,790	194,461	49,595
1922 .....	35,051	148,575	44,631

\*Saturday, March 13, estimated.

Chicago packers' hog slaughters for the week ending March 13, 1926:

Armour & Co. ....	10,200
Anglo-American .....	4,400
Swift & Co. ....	10,900
Hammond Co. ....	4,600
Morris & Co. ....	7,800
Wilson & Co. ....	11,400
Boyd-Lunham .....	6,900
Western Packing Co. ....	5,600
Roberts & Oake .....	5,800
Miller & Hart .....	3,800
Independent Packing Co. ....	6,000
Brennan Packing Co. ....	2,500
Agar Packing Co. ....	25,000
Others .....	110,900
Total .....	108,200
Year ago .....	178,800
1924 .....	152,900
1923 .....	

(For Chicago livestock prices see page 39.)

## Increase Your Sausage Sales

by the use of

## Perfection Sausage Molds

Sausage Mold Corporation, Inc.

918 E. Main St.

Louisville, Ky.



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Cash Trading, Thursday,  
March 18, 1926.

### Green Meats.

<b>Regular Hams—</b>	
8-10 lbs. avg.	@25
10-12 lbs. avg.	@24½
12-14 lbs. avg.	@23½
14-16 lbs. avg.	@23
16-18 lbs. avg.	@21½
18-20 lbs. avg.	@21
<b>Skinned Hams—</b>	
14-16 lbs. avg.	@24
16-18 lbs. avg.	@23
18-20 lbs. avg.	@22
20-22 lbs. avg.	@20
22-24 lbs. avg.	@18½
24-26 lbs. avg.	@17½
26-30 lbs. avg.	@17½

<b>Pickles—</b>	
4-6 lbs. avg.	@16
6-8 lbs. avg.	@15
8-10 lbs. avg.	@14
10-12 lbs. avg.	@13½
12-14 lbs. avg.	@13½
<b>Bellies—(Square cut and seedless)</b>	
6-8 lbs. avg.	@27½
8-10 lbs. avg.	@25½
10-12 lbs. avg.	@23½
12-14 lbs. avg.	@20
14-16 lbs. avg.	@19

### Pickled Meats.

<b>Regular Hams—</b>	
8-10 lbs. avg.	@26
10-12 lbs. avg.	@25½
12-14 lbs. avg.	@23½
14-16 lbs. avg.	@23
16-18 lbs. avg.	@21
18-20 lbs. avg.	@21½
<b>Boiling Hams—(house run)</b>	
16-18 lbs. avg.	@22
18-20 lbs. avg.	@22
20-22 lbs. avg.	@22
<b>Skinned Hams—</b>	
14-16 lbs. avg.	@24½
16-18 lbs. avg.	@23½
18-20 lbs. avg.	@21½
20-22 lbs. avg.	@19½
22-24 lbs. avg.	@18½
24-26 lbs. avg.	@18½
26-30 lbs. avg.	@18

<b>Pickles—</b>	
4-6 lbs. avg.	@15½
6-8 lbs. avg.	@15
8-10 lbs. avg.	@14½
10-12 lbs. avg.	@14
12-14 lbs. avg.	@13½
<b>Bellies—(square cut and seedless)</b>	
6-8 lbs. avg.	@27
8-10 lbs. avg.	@25½
10-12 lbs. avg.	@23½
12-14 lbs. avg.	@21½
14-16 lbs. avg.	@18½

### Dry Salt Meats.

Extra short clears, 35/45.	@14½
Extra short ribs, 35/45.	@14½
Regular plates, 6-8.	@12½
Clear plates, 4-6.	@11
Jowl butts.	@10½
<b>Fat Backs—</b>	
8-10 lbs. avg.	@10½
10-12 lbs. avg.	@11
12-14 lbs. avg.	@11½
14-16 lbs. avg.	@11½
16-18 lbs. avg.	@11½
18-20 lbs. avg.	@12½
20-25 lbs. avg.	@13
<b>Clear Bellies—</b>	
14-16 lbs. avg.	@16½
16-18 lbs. avg.	@16½
18-20 lbs. avg.	@16½
20-25 lbs. avg.	@16
25-30 lbs. avg.	@15½
30-35 lbs. avg.	@15½
35-40 lbs. avg.	@15½
40-50 lbs. avg.	@15½

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, MARCH 13, 1926.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
Mar.	.....	.....	.....	14.75
May	.....	15.10	15.02½	15.05
July	.....	15.35	15.30	15.30
<b>CLEAR BELLIES—</b>				
May	.....	16.00	16.17½	16.00
July	.....	16.40	16.37½	16.37½
<b>SHORT RIBS—</b>				
May	.....	.....	.....	15.50
July	.....	.....	.....	15.47½

MONDAY, MARCH 15, 1926.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
Mar.	.....	.....	.....	14.85n
May	.....	14.95-90	14.95	14.90
Sept.	.....	15.20-15	15.20	15.12½
July	.....	15.55	15.40	15.42½ax
<b>CLEAR BELLIES—</b>				
Mar.	.....	.....	.....	15.85n
May	.....	.....	.....	16.10ax
July	.....	.....	.....	16.40
<b>SHORT RIBS—</b>				
May	.....	.....	.....	15.45ax
July	.....	.....	.....	15.45ax

TUESDAY, MARCH 16, 1926.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
Mar.	.....	14.77½	14.77½	14.57½ax
May	.....	14.97½	14.97½	14.72½
July	.....	15.17½	15.22½	14.97½
Sept.	.....	15.20	15.20	15.20
<b>CLEAR BELLIES—</b>				
Mar.	.....	.....	.....	15.85n
May	.....	16.10	16.10	16.10ax
July	.....	16.40	16.40	16.40ax
<b>SHORT RIBS—</b>				
May	.....	.....	.....	15.40ax
July	.....	.....	.....	15.40ax

WEDNESDAY, MARCH 17, 1926.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
Mar.	.....	14.55	.....	14.55b
May	.....	14.75	14.77½	14.77½
July	.....	15.00	15.02½	15.02½ax
Sept.	.....	15.20	15.25	15.25
<b>CLEAR BELLIES—</b>				
Mar.	.....	.....	.....	15.85n
May	.....	16.40	.....	16.10n
July	.....	.....	.....	16.40
<b>SHORT RIBS—</b>				
May	.....	15.35	.....	15.35
July	.....	15.35	.....	15.40ax

THURSDAY, MARCH 18, 1926.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
Mar.	.....	.....	.....	14.60ax
May	.....	14.82½	14.72½	14.72½ax
July	.....	15.00	15.05	14.95ax
Sept.	.....	15.30	15.30	15.15b
<b>CLEAR BELLIES—</b>				
Mar.	.....	.....	.....	15.75n
May	.....	16.00	15.97½	15.97½ax
July	.....	.....	.....	16.22½
<b>SHORT RIBS—</b>				
May	.....	.....	.....	15.30ax
July	.....	.....	.....	15.40ax

FRIDAY, MARCH 19, 1926.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
Mar.	.....	14.55	14.55	14.37½
May	.....	14.70-72½	14.72½	14.50
July	.....	14.92½	14.92½	14.72½b
Sept.	.....	15.12½	15.12½	14.92½-85b
<b>CLEAR BELLIES—</b>				
Mar.	.....	.....	.....	15.75n
May	.....	.....	.....	15.97½ax
July	.....	.....	.....	16.22½ax
<b>SHORT RIBS—</b>				
May	.....	15.30	15.30	15.17½ax
July	.....	15.37½	15.37½	15.27½ax

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, March 18, 1926, with comparisons, were as follows:

	Week ending Mar. 18.	Prev. week.	Cor. week. 1925.
Armour & Co.	5,090	7,800	8,482
Anglo-Am. Prov. Co.	1,801	4,283	3,944
Swift & Co.	4,207	4,879	11,027
G. H. Hammond Co.	1,902	5,180	6,715
Morris & Co.	6,100	5,743	7,233
Wilson & Co.	6,713	11,014	8,186
Boyd-Lanham Co.	4,481	7,887	5,801
Western Pkg. & Prov. Co.	7,320	7,740	6,100
Roberts & Oake	5,720	6,111	3,779
Miller & Hart	6,980	5,067	2,966
Independent Packing Co.	4,440	3,900	3,314
Brennan Packing Co.	6,250	6,400	7,128
Agar Packing Co.	2,078	2,862	1,000
Total	63,751	81,426	75,006

## CHICAGO RETAIL FRESH MEATS.

	No. 1.	No. 2.	No. 3.
<b>Beef.</b>			
Rib roast, heavy end.	30	25	12
Rib roast, light end.	40	30	30
Chuck roast	26	28	14
Steaks, round.	45	35	30
Steaks, sirloin, first cut.	45	35	22
Steaks, porterhouse	65	40	25
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12½
Corned briskets, boneless	16	12	10
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

	Good.	Com.
<b>Lamb.</b>		
Hindquarters	32	21
Legs	28	18
Chops, shoulder	24	10
Chops, rib and loin	50	..

	Good.	Com.
<b>Mutton.</b>		
Legs	24	..
Stew	18	..
Shoulders	18	..
Chops, rib and loin	30	..

	Good.	Com.
<b>Pork.</b>		
Loins, whole, 8@10 avg.	30	@32
Loins, whole, 10@12 avg.	28	@30
Loins, whole, 12@14 avg.	25	@27
Loins, whole, 14 and over	24	@26
Chops	24	@22
Shoulders	22	@22
Butts	22	@22
Sparricks	22	@22
Flocks	14	@14
Leaf lard, unrendered	22	@22

	Good.	Com.
<b>Veal.</b>		
Hindquarters	28	@28
Forequarters	28	@28
Legs	24	@24
Breasts	14	@18
Shoulders	12	@24
Outlets	12	@24
Rib and loin chops	40	@40

	Good.	Com.
<b>Butchers' Offal.</b>		
Suet	6	@6
Shop fat	10	@10
Bones, per 100 lbs.	50	@50
Calf skins	10	@10
Kips	15	@15
Deacons	12	@12

## CURING MATERIALS.

	Bbls.	Sacks.
<b>Nitrite of Soda, 1. c. 1. Chicago.</b>		
Double refined saltpetre, gran., 1. c. 1.	6%	6%
Crystals	8	7%
<b>Double refined nitrate of soda, f. o. b.</b>		
N. Y. & S. S., carloads	3%	3%
Less than carloads, granulated	4%	4%
Crystals	5%	5%
<b>Keps, 100@130 lbs., 1c more.</b>		
Boric acid, in carloads, powdered, in bbls.	9	8½
Crystal to powdered, in bbls., in 5-ton lots or more	9%	9%
In bbls. in less than 5-ton lots	9%	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5%	5
<b>Salt—</b>		
Granulated, car lots, per ton, f.o.b. Chicago, bulk	7.40	
Medium, car lots, per ton, f.o.b. Chicago, bulk	9.10	
Rock, car lots, per ton, f.o.b. Chicago	8.30	
<b>Sugar—</b>		
Raw sugar, 96 basis	@4.25	
Second sugar, 90 basis	@3.00	
Syrup, testing 65 and 65 combined sucrose and invert	@31½	
Standard granulated f.o.b. refiners (2%)	@5.15	
Plantation granulated f.o.b. New Orleans less (2%)	None available	

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

200 SOUTH LA SALLE STREET  
CHICAGO, ILL.

## H. G. S.

Packing House White Paint  
Harry G. Sargent Paint Co.  
502 Mass. Ave., INDIANAPOLIS, IND.





# Retail Section

## Making a Name in Retail Meat Trade

**Modest Immigrant of Forty Years Ago  
Now Heads Great Retail System and  
Operates Curing and Sausage Plants**

**I — H. C. Bohack Company, Brooklyn, N. Y.**

This is the story of a man who rose from penniless obscurity to become the head of one of the greatest retail food organizations in this country.

It is a story of perseverance, of thrift, and of determination. Even the handicap of being unfamiliar with the language of his adopted country could not keep this man down.

### Organization Shows Big Growth.

Starting with one small grocery store 40 years ago, this man's organization now includes 350 retail stores, a sausage factory, meat curing cellars, cold storage rooms, bakery, coffee roasting plant, etc. It is one of the largest and best-managed chain store systems in the East.

This is the first of a series of articles describing the development of modern systems of retail meat merchandising in the United States.

No American retailer has ever approached the magnitude of the Vestey Bros. system in Great Britain, which operates 2,500 retail markets. But there are American accomplishments which excel the British model in many particulars.

These will be told in this series of articles in THE NATIONAL PROVISIONER.

### How a Retailer Grew

What seems more like a dream than a reality is the story of the rise of Henry C. Bohack of Brooklyn during the last forty years.

Outside of the family conference which agreed that young Henry should cross the ocean in an attempt to recoup the family coffers, there was nothing spectacular in his leaving the little town of Oster-Wanna in Hanover, Germany, where he was born.

### Started as a Retail Clerk.

Arriving at Castle Garden—New York's immigrant gateway in those days—in 1882, penniless and practically friendless, he se-

cured a position in a little neighborhood grocery store at the now-a-days unheard of salary of seven dollars a month, with the privilege of sleeping in the back of the store. He worked from four in the morning until ten at night, and cleaned



**HENRY C. BOHACK**

Head of H. C. Bohack & Co., who rose from a penniless immigrant to become head of one of the most extensive retail food selling concerns in the East.

and prepared the store for the following week on Sundays.

The handicap of a lack of the language was soon overcome, and within three years after his arrival in America, Mr. Bohack had acquired enough business knowledge to form a partnership with another grocer and opened a new store on May 25, 1885.

The following day he married the sister of his partner, who had been in the country only nine months, and who also did not speak English. They worked together and with characteristic thrift were soon able to purchase another store.

### Retires at Age of 35.

At the age of 35 Mr. Bohack owned five stores. He then decided to retire and leave them in the hands of competent employees, with the thought of returning in splendor to his old home, and remaining there for the rest of his life.

Arriving in Hanover, he purchased a villa, renewed old friendships and family ties. Mr. Bohack also paid off all his father's debts.

But after a few months he and his wife became discontented with the peace they had longed for, and returned to America to take up the life they had adopted.

Mr. Bohack took back the management of his stores and incorporated his company, selling stock to his employees and customers. Since his first joyous journey to Germany after his early success he has crossed the ocean twenty-seven times.

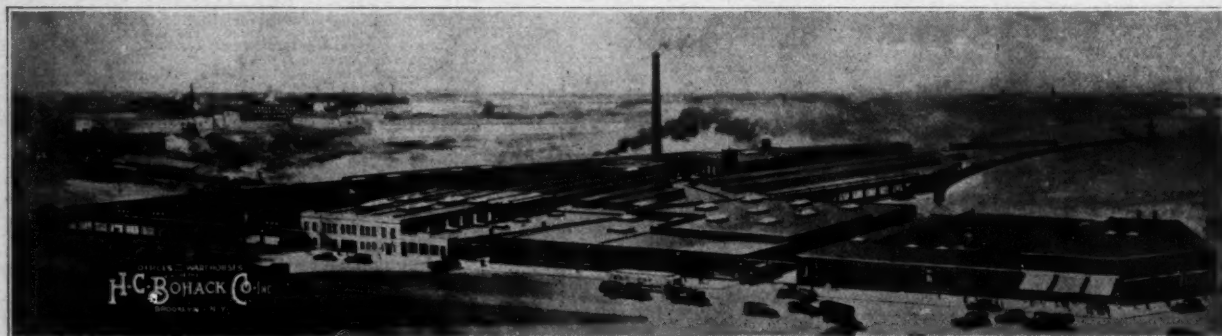
### Features of Bohack Success.

The Bohack method has been a notably successful one, and is made up of such factors as business done on a cash basis, the newest, cleanest and best of equipment, selling stock in the enterprise to employees and customers, buying in large quantities to insure a lower retail price, and picking the right localities to open new stores.

On September 1st of last year the H. C. Bohack Company opened the 350th store operating in Brooklyn and Long Island, making it one of the largest chain store corporations in the East. Of this number, 207 are meat markets.

When asked why he included meat in his list of commodities, Mr. Bohack said, "That is a funny story, and an example of my stubbornness."

"We needed more space for our main store at 1291 Broadway, Brooklyn, but a butcher shop was in the way. I offered to buy the butcher out and allow him to use the store, if he would agree to pay a nominal rental. He agreed and I made all his deliveries. He prospered, and I



**BIRDSEYE VIEW OF THE BIG BOHACK PLANT.**

This shows the extent of the offices and warehouses needed to keep the Bohack stores supplied with goods and to direct their activities. This plant includes a meat storage department, coffee roasting department, bakery, garage, warehouses, etc.

learned all I could about the butcher business, and after a few years decided to operate meat departments myself.

#### Employed Experts in Markets.

"People were quite surprised, and I often heard the remark that I would not very long continue to run meat markets. I did not know a great deal about the meat business, but I employed men who did. It proved quite profitable, and we kept adding meat market after meat market in connection with the grocery stores."

While too much credit cannot be given to Mr. Bohack, Sr., for the outstanding success he has made of his business, yet due credit must also be given to H. C. Bohack, Jr., and Paul G. A. Bohack, who have so able assisted him.

The largest Bohack store is located at 1291 Broadway, Brooklyn, where eight departments are maintained, including meat, fish, vegetables, delicatessen, bakery and restaurant. A similar market has just been opened in Jamaica, Long Island.

The headquarters of the company are located at Flushing and Metropolitan Avenues, Brooklyn. The entire plant covers  $8\frac{1}{2}$  acres of ground and has 235,000 square feet of floor under cover. The three railroad sidings serving it have a capacity of 43 cars, and it is possible to unload at least 15 cars under cover.

#### The Main Plant.

One building contains the main offices of the company; there is also a large garage and repair shop; a meat storage building with its own refrigerating plant; a coffee department with a daily roasting and packing capacity of 34,000 pounds, a modern bakery with a capacity of 200,000 loaves of bread daily, as well as the warehouse where the goods are stored.

All stores are supplied from the distributing plant at least twice a week, and some of the closer or larger stores are supplied every day.

This calls for quick distribution and a smooth-running system. Therefore the most modern and up-to-date methods are employed in storing goods and in order methods used by store managers, eliminating waste of time in locating goods.

#### Modern Handling Equipment.

All through the plant powerful and speedy little electric tractors and lift trucks are used for assembling and distributing the huge quantities of foodstuffs handled daily. For quick, easy unloading of food shipments from freight cars, the gravity automatic conveyor system is used, eliminating the old time back breaking labor thus saving much time.

In the egg candling department frequently as many as 175,000 eggs are candled daily by experts, with the best modern facilities for this important task.

The heat for the entire  $8\frac{1}{2}$  acres is furnished by huge oil burners; the average daily oil consumption is 1,000 gallons, and it is estimated that they save 800 tons of coal annually.

In the pork department are prepared bologna, frankfurters, etc., from the finest cuts of Jersey pork and native prime beef, seasoned with the purest and freshest of imported spices.



WELL ARRANGED MEAT COUNTERS IN BOHACK STORE.

Bohack stores are famous for their neatness and their excellently-arranged stock. This picture, taken in one of the newest Bohack stores in Jamaica, N. Y., shows the meat department and gives an idea of the care used in dressing the meat display counters.

#### Automatic Temperature Control.

There is the large brine room where bacon and hams are cured for local trade in large vats of specially-prepared brine before being smoked. There is also the cooling room where 500 tons of dressed meat are kept at a temperature of from 30 to 32 degrees F. by a central cold air plant, equipped with automatic temperature control.

Refrigerator cars from packing plants

throughout the country are unloaded directly into the cooler and the meat delivered to the stores within 24 hours.

Meats direct from the cooling room are placed aboard trucks for delivery to Bohack markets from special shipping platforms. To insure absolute cleanliness of the meat, the trucks are first lined with heavy paper especially prepared for the purpose.

The trucks which are used for the delivery of meats might almost be called



COMPETING WITH DRUG STORE LUNCH COUNTERS.

One of the Bohack characteristics is "wide-awake-ness." Realizing the growing popularity of the drug store lunch counter, he included a lunch counter in his newest store in Jamaica, N. Y. Here sandwiches, etc., are served made from bread from his own bakery and meats cured in his own plant. It is a popular department and "fits in" with the operation of the store very readily.



refrigerator cars, inasmuch as they are equipped with ice space, and the modern apparatus used in the refrigerated cars used by the railroads for long-distance shipments.

#### Pays to Handle Best Meats.

Martin J. Gerra, in charge of the meat department, says only the finest grades of beef, veal and lambs are bought by the company. A visit to the coolers where the Western baby beef with the tempting red meat and pure white fat are hung bears out the statement. George P. Osborne, in charge of the pork department, is equally proud of the modern sausage factory.

The central refrigerating plant contains two 20-ton refrigerating machines supplying cold air to meat cooling room. They are equipped with thermostatic control, which operates automatically when cooling room temperature goes above 32 or below 30 degrees. The private water supply of the company is used in the cooling system.

Ground has been broken for the new addition, which will have a frontage of fifty feet on Flushing Avenue, extending back some two hundred feet. It will be a three-story brick building, equipped with the most modern and up-to-date machinery. All machinery will be duplicated, the second set to be used in case of accident to the first, or to be ready if the demand requires additional output.

In this modern packing plant all details of the packing business will be handled with the exception of killing.

#### MEAT BOOK FOR EASTER TRADE.

"Meat for the Family," the newest recipe book published by the National Live Stock and Meat Board, is now available to the meat trade in a brand new colored Easter cover. This book was widely used by retailers and packers as a Christmas greeting to their customers, and is now offered with an appropriate Easter cover so those who did not distribute them at Christmas may do so now.

The new cover for the book has been prepared in appropriate Easter colors and radiates the spirit of the season. Pictured in the center is a typical American family at the dinner table. At the top appears the title, "Meat for the Family," in red and white, flanked on either side by Easter lilies, colored eggs, and other appropriate objects.

At the bottom of the cover a panel is reserved for imprinting the individual or firm name, with the salutation, "Easter Greetings." It is this feature which makes the book of exceptional value to the firm purchasing it, for it provides that exclusiveness so much to be desired. The general opinion is that the cover is even more attractive than the one used at Christmas.

As at Christmas time, the Board is offering the book with the new cover at cost price, no additional charge is made for imprinting the firm name.

"We want the trade to remember that the Board is providing these books in line with its policy of service to the industry," said R. C. Pollock, General Manager. "By placing a large order with the printer we have obtained an exceptionally low price and are giving the trade the advantage of it."

If interested, full information may be obtained by addressing the National Live Stock and Meat Board, 407 S. Dearborn St., Chicago, Ill., or The National Provisioner, Old Colony Bldg., Chicago.

## Tell This to Your Trade!

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

### CARDINAL OF BEEF.

Here is an excellent way of preparing beef which will be welcomed by most housewives. It makes a tasty dish and one that is not particularly expensive. The recipe was taken from "Meat for the Family," published by the National Live Stock and Meat Board.

Melt  $\frac{1}{4}$  cup of butter in the bottom of a saucepan. Add 1 cup of chopped celery stalks,  $\frac{1}{4}$  cup of field mushrooms, cut in quarters, and 2 sweet peppers, cut in strips, after removing the seeds and white inside parts. Cook all over a hot fire, stirring to prevent burning, for 5 minutes after the butter begins to sizzle. Turn all into a casserole.

Put 2 lbs. of lean beef, cut into small pieces, into the saucepan. Cook until brown all over—this will take from 5 to 10 minutes—then add  $\frac{1}{2}$  teaspoon of paprika, or enough to redden the mixture.

Place the beef over the vegetables in the casserole. Pour over it 1 pint of strained tomato pulp, cover and cook in a hot oven for  $\frac{1}{2}$  hour, removing cover for the last 10 minutes to promote evaporation and concentrate the tomato pulp.

### LOCAL AND PERSONAL.

E. E. Pruitt has sold his interest in the City Market & Grocery in Bronte, Tex., to W. B. Smith and Walker Good.

W. E. Eberhardt has sold his interest in the City Meat Market and Grocery in Scandia, Kans., to his partner, Henry Johnson.

A new meat market has been opened in Ava, Mo., by A. N. Brooks and Spencer Blankenship.

Teut Brothers have sold their meat market in Burlington, Wis., to R. P. Fleucker.

G. J. Hancock has sold his City Meat Market and Grocery in Oxford, Nebr., to R. S. Reed.

## Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

You are working in the dark if you do not!

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

Please send me copy of reprints on "Cutting Tests for Retailers."

Name .....

Street .....

City .....

Enclosed find 5 cents in stamps.

A new meat market has been opened in Manchester, Ia., by James Houlihan.

F. L. Robinson has sold his City Meat Market in Rolfe, Ia., to R. W. Wilkins.

B. C. Ritchey has sold his meat market in New London, Ia., to Roy Codner.

Mike Lazovich has sold his Real Meat Market in Globe, Ariz., to Cobb Brothers.

A new meat market has been opened in Manteno, Ill., by Alex McLaughlin.

Wright Brothers have sold their meat market in Peru, Ind., to R. H. Ostrander.

Ralph Reitenour has sold his meat market in Ridgeville, Ind., to Jesse Armstrong.

Woodson Nelson has sold his meat market in Winnamac, Ind., to H. Rhody & Sons.

A new meat market has been opened in Mineral Point, Wis., by Harker and Humbert.

Noe and Alldrink have sold their meat market at 1801 Fifteenth street, Moline, Ill., to Charles Jonekherre.

A new meat market and grocery has been opened at 4814 South 24th street, Omaha, Nebr., by Ripa & Dietz.

George F. Adams has sold his White House Meat Market in Glasgow, Mont., to W. F. Haines and son.

A new meat market has been opened in Lennox, S. D., by Joseph and Henry Miller.

W. H. Avery has added a meat department to his store in Tilden, Nebr.

A new meat market has been opened in Battle Creek, Mich., by Bert Mills.

George Brower has sold his meat market at 105 Broadway, Fargo, N. D., to W. W. Janke, proprietor of the Broadway Market House, 212 Broadway.

A new meat market has been opened in Grand Island, Nebr., by Theodore Ave.

A new meat market has been opened at Fifth and Adams street, Minneapolis, Minn., by Arthur Koehler.

The meat market of Arthur Anderson, 1006 N. Seventh street, Duluth, Minn., was recently slightly damaged by fire.

F. E. Pontius has sold his City Cash Meat Market in Sunbury, Pa., to Ezra J. Miller.

A new meat market has been opened in Manchester, Ia., by James Houlihan.

Coffman & Son have sold their meat market in North English, Ia., to Fred Rueggesser.

Long & Adel have sold their meat market in Witten, S. D., to C. L. Keiths.

A new meat market has been opened at 500 State street, Ottawa, Ill., by Beaman North, Sr., and his two sons, Beaman, Jr., and Ralph.

Levi Moore has sold his meat market on West Main street, Battle Creek, Mich., to Arthur S. Waterbury.

A new meat market and grocery has been established in Wellsville, Mo., by Henry Meyepeter.

C. G. Thompson has sold his interest in the meat and grocery business of the Home Supply Grocery Co., Fair Oaks, Calif.

James Hay has purchased the Service Market in Elko, Nev., from Randolph Streeter.

L. Sozzi has sold his interest in the Progress Market, 600 San Bruno Ave., San Francisco, Calif., to his partner, D. Rossi.

O. C. Clairborne has purchased the meat and grocery business at 3247 Franklin Blvd., Sacramento, Calif., from Lawrence Parker.

Jack Schwartz and P. Hilebrand have opened the Jenny Wren Market in Palo Alto, Calif.

J. A. McGowan has succeeded to the meat and grocery business of Mongoven & McGowan, Grand Forks, Minn.

Otto Shotvold has purchased the meat business of E. C. Grogan in Turton, S. D.

J. F. Bookwalter & Son have purchased the meat market of L. O. Green in Pawnee City, Nebr.

Earl Lewis has opened a meat market in connection with his restaurant in Stamford, Nebr.

## NEWS NOTES.

R. H. Hull, head of the soap works, Swift & Company, East Cambridge, Mass. was in New York this week.

Mr. and Mrs. Charles Hemdbt of Washington Heights celebrated quietly the 24th anniversary of their wedding on Tuesday of this week.

President F. Edson White, vice-president V. H. Munnecke and treasurer Philip Reed were among the Armour and Company visitors last week.

G. W. Toman, beef shipper, Cudahy Packing Co., Kansas City, has been making a flying trip to the company's various branches in the East during the week.

Mrs. Louis Goldstein, a member of the Ladies' Auxiliary, New York State Association, United Master Butchers of America, has been vacationing at Atlantic City.

Fred Hirsch, Sr., president of the New York State Association, United Master Butchers of America, has announced the removal of his home and office to 212 East Tremont Avenue, Bronx, N. Y. The phone number is Fordham 10360.

J. F. Smith, head of Swift & Company's refinery department, Chicago, sailed for Bermuda the other day, accompanied by Mrs. Smith. Jack has tried everything but the glass-bottomed boats, so he thought he'd see what they are like. "Bill" Johns sent flowers.

Louis Bauer, an active member of the Bronx Branch, New York State Association of the United Master Butchers of America, with his daughter, is visiting Florida. They are stopping at Mr. Bauer's son's hotel, where Mrs. Bauer is recuperating from her recent illness.

The many friends of Mr. and Mrs. A. DiMatteo join in extending deepest sympathy in their recent bereavement. Mr. DiMatteo and his two brothers lost their only sister, who passed on after a short illness of pneumonia. In addition to the three brothers, she is survived by her husband and five sons.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending March 6, 1926: Meat—Manhattan, 49 lbs.; Brooklyn, 27 lbs.; total, 76 lbs. Fish—Brooklyn, 22 lbs.; Poultry and Game—Manhattan, 28 lbs.; Bronx, 6 lbs.; total, 34 lbs.

Charles H. Knight, vice president of the Louisville Provision Co., was in the Greater New York territory last week, showing the sights to his superintendent, Henry Glanz. And by the "sights" we don't mean what you think we mean! Charlie can spot a new idea or a practical point a thousand miles away, but he doesn't believe in keeping it to himself, or passing it on to his men second-hand. He and Henry visited many of the up-to-date plants around New York, and were hospitably received and shown all the latest wrinkles. They admitted they found several things new to them, but they also had a few ideas to give in exchange.

## NEW YORK LIVESTOCK.

Receipts of livestock at New York for week ending March 13, 1926, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	3,784	10,622	8,254	10,990
New York.....	1,006	2,526	17,635	2,323
Central Union.....	3,573	1,724	507	10,122
Total .....	8,363	14,872	26,456	32,405
Previous week.....	5,827	13,237	26,539	37,897
Two weeks ago.....	7,616	11,835	28,587	36,521



## Built for Speed

Under the pressure of the present-day urge for rapid handling, weight errors are likely to occur unless you use scales that are specifically built for speed.

Among dial scales, the Fairbanks stands out as the scale that has no speed limitations—the scale that can be accurately read as rapidly as packages can be handled.

Unlike other large capacity dial scales the full weight is shown at the tip of the pointer in Fairbanks Dial Scales. This speeds weighing and practically eliminates errors in reading.

Through unequalled experience in scale building, Fairbanks has developed the high degree of precision so essential in building dial scales. One of the two classes of scales described below will undoubtedly prove a profit-making addition to your business.

Write for complete information.



Fairbanks moderate-capacity dial scale. Dial capacity 1000 and 2000 pounds; additional capacity provided by beam 500 to 600 pounds. Extensively used by wholesale groceries.



The full-capacity, direct-reading Fairbanks Dial Scale. Self-contained type (illustrated) is built in sizes of 2000 to 5000 pounds capacities. Built in scales with similar dial mechanism in sizes from 2000 to 50,000 pounds capacities. Also made in the suspension platform, overhead track scale, and other types required in packing plants.

## FAIRBANKS SCALES

Preferred the  
New York  
Broome and Lafayette Sts.

World Over  
Chicago  
900 S. Wabash Ave.



# New York Section

## Among the Master Butchers

The regular meeting of Ye Olde N. Y. Branch on Tuesday evening, March 16, was well attended as usual, and the interesting and instructive program was up to its usual standard. Many interesting communications bearing on trade activities were read and the reports of committees also claimed much attention.

Following the report on a newly-advertized product for curing meats, considerable discussion was given to various methods, which elicited interest and valuable information on the subject of curing. The pumping method for quick curing as compared with popular methods of today was discussed. The result of this discussion was the volunteering of members to experiment with the several methods advocated for future comparison and discussion.

It was reported that careful inquiry revealed the Mendelbaum bill, introduced at Albany to permit Sunday opening, had little chance of passing.

A favorable report on the operation of the plate glass and fire funds of the organization for the first six months of its fiscal year was given. The fire fund's cost of operation for the period was shown as only 20 per cent of the total income. The plate glass expenses were 30 per cent of total income. The outlook for even a better year than last was evident.

The management of the Compensation Insurance Co. reported that its growth has been so steadily that they were now ready to include liability for markets, and that the management has been authorized by the board of directors to proceed to organize this new department and start writing liability for the retailer. Liability is a good risk in the retail meat shop, and will work smoothly in conjunction with compensation.

### Branch to Expand Service.

The most outstanding feature of the meeting was the announcement by President Kramer of the plans for expanding the activities of the branch immediately along the lines of a bigger membership and a better service. The employment bureau is to be expanded in service by procuring a license and charging a small fee for its service, which is to be thorough and prompt, securing records of all applicants and facilitating the service of getting the right man for the right job. The office force is to be increased and more time given to developing a bigger and better service.

Several new members were proposed and elected at this meeting, in addition to the 17 new members elected at the Old-Timer's Night and Smoker.

Following the officers' plan to establish a closer and helpful relationship between the daily papers quoting so-called "fair price lists" of meats, and bringing about a more accurate quotation, C. L. Brown, market reporter of the New York Herald and Tribune, talked on the methods used in arriving at these prices. Many helpful suggestions were exchanged and a plan suggested for mutual assistance on the part of the Branch and the speaker in future quotations wherever possible.

The regular periodic fat survey was taken among the members, showing the average market to be 3½ cents for shop fat.

### Brisket of Beef Cut Up.

A brisket of beef was cut up to demonstrate how to get the most money out of it, as well as encouraging the retailer to popularize this profitable cut with the housewives. One old-timer remarked that

he used to sell 30 briskets a week in the old days, but can't sell any nowadays.

The demonstration showed that in the neck of the brisket was excellent meat for stews and could be sold at a good profit. The center, the less profitable part, could also be used to advantage if properly merchandized. It was ably demonstrated that as much or more money could be realized from a brisket as anything else the retailer sells today, if pushed and cut right.

A placard will be gotten up for display in the shops, calling attention of the housewife to this economical but savory cut for her use.

### Bronx Branch Party.

A real home party is what might be said of the cabaret and dance of the Bronx Branch, New York State Association, United Master Butchers, which was held at Ebling's Casino last Sunday evening. The Branch itself is just one big family, with brotherly love as the foundation and Fred Hirsch as the daddy.

The members, with their guests and the large representation from other branches and practically every wholesale house in the Bronx, sat around the large tables between the dances and watched the high class vaudeville acts. In addition to the large band which had been engaged for the dancing, Arthur Hirsch, the young son of Mr. and Mrs. Fred Hirsch, with his own band, gave some wonderful music, judging from the number of young Charlestonians who gathered around to do some stepping.

The event was a big success, credit for which is due business manager Fred Hirsch and the staff of officers, which include: President Philip Gerard, first vice-president L. Spandau, second vice-president O. Eppler, third vice-president F. Pinnow; fourth vice-president D. Hirschwitz; treasurer F. Vogelsang; financial secretary John Machovsky, acting recording secretary R. Schumacher; warden J. Reinhardt and orator Frank Ruggiero.

Among those present were Chairman of the Meat Council and Mrs. Frank P. Burck, Mr. and Mrs. Charles Hembdt and family, Mr. and Mrs. George Kramer, Mr. and Mrs. D. Van Gelder, Mr. and Mrs. E. Schmelzer, Mr. and Mrs. Gus. Lowenthal, Mr. and Mrs. William Kramer, Mr. Charles Kramer, Miss Ruby Myers, Mr. Jesse Myers, Mr. and Mrs. B. Nathanson, Mr. and Mrs. J. Eschelbacher with their son and daughter, Mr. and Mrs. Walter Lundblad, Mr. and Mrs. Louis Goldstein, Director and Mrs. A. D. Haff of the Master Butchers' Laundry Association, Inc., Mr. and Mrs. Geo. Anselm, Mr. and Mrs. Oscar Schaefer, Mr. and Mrs. William Zeigler, the latter the president of the Ladies' Auxiliary, Mr. and Mrs. Fred Hirsch, Sr., Arthur Hirsch and friend, Mr. and Mrs. R. Schumacher, Mr. and Mrs. Philip Gerard, Mr. and Mrs. K. Papp, Mr. and Mrs. Sam Bacharach, Mr. and Mrs. Backes with their son and daughter, Mr. and Mrs. George Ruehl, Mr. and Mrs. Edward Ruehl, Mr. and Mrs. E. Geisler with their daughter, Mr. and Mrs. M. Roth, Mr. and Mrs. Kellerman, Mr. and Mrs. Vogt. The A. C. Wicke Manufacturing Company was represented by Mr. and Mrs. Charles Wicke, Mr. and Mrs. P. J. Wagner, Mr. and Mrs. A. Siegerist and Mr. and Mrs. Fuch.

The South Brooklyn Branch, New York State Association of United Master Butchers of America held an entertainment for their members in the meeting room on Tuesday evening of this week. The new president, Joseph Rossman, gave a very interesting heart-to-heart talk, which was

greatly enjoyed by the members. Refreshments were served.

On Wednesday afternoon of last week the Ladies' Auxiliary, New York State Association, United Master Butchers of America, held a very successful card party. There were a goodly number present and a nice little sum realized. The hostesses for the occasion, each of whom provided a gift for her table, were Mesdames F. P. Burck, C. Fischer, H. Fischer, L. Goldschmidt, A. Kirschbaum, H. Kirschbaum, K. Papp and E. Steigerwald. Refreshments were served and a most enjoyable afternoon was had by all. The next meeting will be a business session on March 24.

### Gobel Employees' Dance.

An innovation, and at the same time an opportunity to do some good advertising, was presented on Wednesday evening of last week at Trommer's, in Brooklyn. The occasion was the broadcasting from station WFBH of the music for the fifth annual reception and dance of the Adolph Gobel's Employees' Mutual Welfare Society. The music was continuous, the Carolinians and the James Nyland band of the Hotel McAlpin alternating. Before each dance the announcement was broadcasted that the music was being played for the society, with some appropriate remark about the Gobel products.

Supper was served at midnight, and Mr. W. F. Browne, who has been with the organization for many years, was toastmaster. Mr. Browne, who is known for his witticisms, proved to be a happy selection. Among the speakers were Mrs. Ottillie Gobel Reed, president; Robert Kloiber, secretary of the company, and Andrew Bruggner, chairman of the committee on arrangements.

Since its organization the Society has paid more than \$15,000 in sick benefits and more than \$7,000 in death benefits, and at the present time its treasury contains between \$15,000 and \$16,000 for sick and \$5,000 for death benefits. Mrs. Reed is carrying on the policy of her late husband, Adolph Gobel, the firm paying 50 per cent of the dues, the employee only paying \$4 a year. This insures the member \$15 a week sick benefit and up to \$1,500 death benefit.

### WILSON EMPLOYEES DINE.

The top floor of the district building of Wilson & Company at 816 First Avenue, New York City, was turned into a large dining room and dance hall last Saturday evening, when the employees of the company held their beefsteak dinner and dance.

The social affairs of the company, especially when held in the building, are largely attended. There were a great number of office and plant people present, and among the guests were Harry Mills of the New York Butchers Dressed Meat Company with Mrs. Mills, Fred Cooper of the Nagle Packing Company with Mrs. Cooper, Messrs. C. A. McLain and Beckwith of Crayth & Henderson, and "Sir James" Clark of Wilson & Company's Chicago organization. Mr. and Mrs. Louis Joseph entertained a number of Mr. Joseph's friends in the trade.

The entertainment was composed of home talent, which was unusually good. The affair was a big success, so much so that it is hoped to have another one before the warm weather sets in. Great credit for the smoothness with which each detail was carried out is due to the untiring efforts of Mr. J. Montgomery and Miss M. Leonard.



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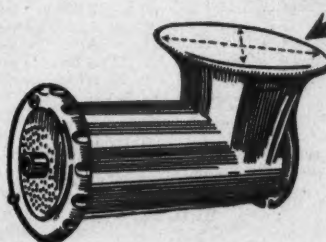
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Through our new manufacturing process we can now sell you this guard at a very low figure.

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**Coats and Aprons of the Better Kind**  
*Service as it Should Be*

**Master Butchers' Laundry Association, Inc.**

*An Organization of Butchers, by Butchers, for Butchers*

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BROOKLYN, N. Y.

*In Spices, too, the Best Is The Cheapest*

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Importers **SPICES** Grinders

**Butchers Mills Brand**

*40 years reputation among packers for quality*



# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, top	10.00
Cows, canners and cutters	3.50 @ 4.25
Bulls, bologna	6.00 @ 6.75

## LIVE CALVES.

Calves, veal, top, per 100 lbs.	17.00
Calves, veal, fair to good	14.50 @ 16.50
Calves, veal, culls, per 100 lbs.	5.00 @ 9.00

## LIVE SHEEP AND LAMBS.

Lambs, top, per 100 lbs.	14.75
Lambs, bulk, per 100 lbs.	14.50 @ 14.75
Ewes	2.50 @ 3.00

## LIVE HOGS.

Hogs, heavy	13.00 @ 13.45
Hogs, medium	14.25 @ 14.50
Hogs, 160 lbs.	14.25 @ 14.50
Hogs, 140 lbs.	14.40 @ 14.60
Pigs, under 80 pounds	14.80 @ 15.00
Roughs	10.50 @ 11.00

## DRESSED HOGS.

Hogs, heavy	20%
Hogs, 180 lbs.	20%
Hogs, 160 lbs.	21%
Pigs, 80 lbs.	22%
Pigs, under 140 lbs.	21%

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy	18 @ 19
Choice, native, light	18 @ 20
Native, common to fair	16 @ 17

### WESTERN DRESSED BEEF.

Native steers, 600 @ 800 lbs.	15 1/2 @ 17 1/2
Native choice yearlings, 400 @ 600 lbs.	16 @ 18
Western steers, 600 @ 800 lbs.	14 @ 15
Texas steers, 400 @ 600 lbs.	13 @ 15
Good to choice heifers	15 @ 16
Good to choice cows	13 @ 14 1/2
Common to fair cows	12 @ 13
Fresh bologna bulls	10 1/2 @ 11 1/2

## BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @ 23	25 @ 26
No. 2 ribs	18 @ 20	21 @ 24
No. 3 ribs	14 @ 16	18 @ 20
No. 1 loins	18 @ 20	20 @ 24
No. 2 loins	15 @ 17	18 @ 20
No. 3 loins	12 @ 14	15 @ 18
No. 1 hinds and ribs	20 @ 23	19 1/2 @ 24
No. 2 hinds and ribs	17 @ 19	18 @ 20
No. 3 hinds and ribs	14 @ 17	15 @ 17
No. 1 rounds	16 @ 17	16 @ 17
No. 2 rounds	14 @ 15	14 @ 15
No. 3 rounds	11 @ 12	11 @ 14
No. 1 chucks	14 @ 15	15 @ 16
No. 2 chucks	12 @ 13	13 @ 14
No. 3 chucks	0 @ 10	10 @ 12
Bolognas	6 @ 8	12 @ 12 1/2
Rolls, reg., 6 @ 8 lbs. avg.	22 @ 23	22 @ 23
Rolls, reg., 4 @ 6 lbs. avg.	17 @ 18	17 @ 18
Tenderloins, 4 @ 5 lbs. avg.	60 @ 70	60 @ 70
Tenderloins, 5 @ 6 lbs. avg.	60 @ 80	60 @ 80
Shoulder clods	10 @ 11	10 @ 11

## DRESSED CALVES.

Prime	22 @ 24
Choice	20 @ 22
Good	18 @ 19
Medium	14 @ 15

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	23 @ 25
Lambs, poor grade	20 @ 22
Sheep, choice	18 @ 20
Sheep, medium to good	14 @ 16
Sheep, culls	12 @ 13

## SMOKED MEATS.

Hams, 8 @ 10 lbs. avg.	28 @ 29
Hams, 10 @ 12 lbs. avg.	27 1/2 @ 28 1/2
Hams, 12 @ 14 lbs. avg.	27 @ 28
Picnics, 4 @ 6 lbs. avg.	19 @ 20
Picnics, 6 @ 8 lbs. avg.	18 @ 19
Bollettes, 6 @ 8 lbs. avg.	19 @ 20
Beef tongue, light	24 @ 26
Beef tongue, heavy	28 @ 30
Bacon, boneless, Western	29 @ 30
Bacon, boneless, city	27 @ 28
Pickled bellies, 10 @ 12 lbs. avg.	23 @ 24

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10 @ 12 lbs. avg.	26 @ 27
Pork tenderloins, fresh	45 @ 50
Pork tenderloins, frozen	30 @ 35
Shoulders, city, 10 @ 12 lbs. avg.	20 @ 21
Shoulders, Western, 10 @ 12 lbs. avg.	19 @ 20
Butts, boneless, Western	26 @ 27
Butts, regular, Western	23 @ 24
Hams, city, fresh, 6 @ 10 lbs. avg.	28 @ 29
Hams, Western, fresh, 10 @ 12 lbs. avg.	27 @ 28
Picnic hams, Western, fresh, 6 @ 8 lbs. avg.	17 @ 18
Pork trimmings, extra lean	23 @ 24
Pork trimmings, regular 50% lean	15 @ 16
Spare ribs, fresh	17 @ 18
Leaf lard, raw	16 @ 17

## BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00 @ 100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	75.00 @ 75.00
Black hoofs, per ton	45.00 @ 50.00
Striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	85.00 @ 85.00
Thigh bones, avg. 85 to 90 lbs. per 100 pieces	100.00 @ 100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	300.00 @ 325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	250.00 @ 275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	200.00 @ 225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed	30c a pound
Fresh steer tongues, l. c. trim'd	40c a pound
Sweetbreads, beef	75c a pound
Sweetbreads, veal	1.00 a pair
Beef kidneys	16c a pound
Mutton kidneys	8c each
Livers, beef	24c a pound
Oxtails	18c a pound
Hearts, beef	10c a pound
Beef hanging tenders	22c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	2%
Breast fat	4 1/2%
Edible suet	6%
Cond. suet	5 1/2%
Bones	20%

## SPICES.

	Whole.	Ground.
Pepper, Singapore, white	36	39
Pepper, Singapore, black	29	32
Pepper, Lampong, black	31	31
Pepper, Cayenne	12	19
Pepper, red	22	22
Allspice	18 1/2	21 1/2
Cinnamon	13	16
Coriander	6	9
Cloves	26	31
Ginger	22	22
Mace	1.15	1.25

## GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	.19	2.10	2.15	2.35	3.00
Prime No. 2 Veals	.17	1.60	1.60	2.10	2.75
Buttermilk No. 1	.16	1.75	1.80	2.00	...
Buttermilk No. 2	.14	1.55	1.55	1.75	...
Branded Grubby	.11	1.15	1.15	1.35	1.55
Number 3	...	...	...	...	...

## CURING MATERIALS.

In lots of less than 25 bbls.	Bbls.	per lb.
Double refined saltpetre, granulated	6%	6 1/2c
Double refined saltpetre, small crystal	7 1/2c	7 1/2c
Double refined large crystal saltpetre	8 1/2c	8 1/2c
Double refined nitrate soda, granulated	4 1/2c	4c
In 25 barrel lots		
Double refined saltpetre, granulated	6 1/2c	6 1/2c
Double refined saltpetre, small crystal	7 1/2c	7 1/2c
Double refined saltpetre, large crystal	8 1/2c	8c
Double refined nitrate soda, granulated	4c	3 1/2c
Carload lots		
Double refined saltpetre, granulated	6 1/2c	6c
Double refined nitrate soda, granulated	3 1/2c	3 1/2c

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	31	@ 33
Western, 55 to 59 lbs. to dozen, lb.	31	@ 33
Western, 43 to 47 lbs. to dozen, lb.	30	@ 32
Western, 36 to 42 lbs. to dozen, lb.	29	@ 31
Western, 30 to 35 lbs. to dozen, lb.	27	@ 29
Fowls—fresh—dry packed—prime to fry—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	34	@ 34
Western, 55 to 59 lbs. to dozen, lb.	34	@ 34

Western, 43 to 47 lbs. to dozen, lb.	33	@ 34
Western, 36 to 42 lbs. to dozen, lb.	32	@ 33
Western, 30 to 35 lbs. to dozen, lb.	30	@ 31

Chickens—frozen—dry picked—barrels—fair to good:		
Western, 60 to 65 lbs., lb.	33	@ 36
Western, 55 to 59 lbs., lb.	32	@ 35
Western, 43 to 47 lbs., lb.	30	@ 32
Western, 30 to 35 lbs., lb.	28	@ 30
Western, 25 to 30 lbs., lb.	30	@ 32

Ducks—		
Long Islands, bbls.	35	@ 35
Squabs—		
Prime, white, per lb.	30	@ 30

## LIVE POULTRY.

Chickens, via express	34	@ 40
Turkeys, via express	35	@ 40
Geese, other nearby, via express	20	@ 20
Pigeons, per pair, via freight or express	50	@ 50
Guineas, per pair, via freight or express	80	@ 80

## BUTTER.

Creamery, extras (92 score)	43 1/2	@ 43 1/2
Creamery, first (90 to 91 score)	42 1/2	@ 43 1/2
Creamery, seconds	40	@ 41
Creamery, lower grades	39 1/2	@ 39 1/2

## EGGS.

Extras, per dozen	31	@ 32
Extra firsts	29	@ 30
Firsts	28	@ 28 1/2
Checks	25	@ 26

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, f.o.b. works, per 100 lbs.	2.90
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	2.90
Blood, dried 15-16% per unit	4.00
Fish scrap, dried 11% ammonia, 15% B. P. L., bulk, f.o.b. fish factory	Nominal.
Fish guano, foreign, 13 @ 14% ammonia, 10% B. P. L.	4.25 @ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	Nominal.
Soda Nitrate, in bags, 100 lbs. spot	2.72
Soda Nitrate, in bags, April	2.72
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.25 @ 10c
Tankage, unground, 9 @ 10% ammonia	3.75 @ 10c

#### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	36.00
Bone meal, raw, 4 1/2 and 50 bags, per ton	37.50
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	10.90

#### Potash.

Kainit, 12.4% bulk, per ton	8.00
Manure salt, 20% bulk, per ton	11.00
Muriate in bags, basis 80%, per ton	32.75
Sulphate in bags, basis 80%, per ton	45.50

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending March 11, 1926:

	March	5	6	8	9	10	11
Chicago	42	41 1/2	42	42 1/2	43	43	43 1/2
New York	43 1/2	42 1/2	43 1/2	43 1/2	43 1/2	43 1/2	43 1/2
Boston	44	43 1/2	44	44	44	44	44
Philadelphia	44	43 1/2	44	44	44	44	44

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

41 1/2	41 1/2	41 1/2	42 1/2	42 1/2	42 1/2
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last week.	Since Jan. 1—1926.
Chicago	30,041	33,120	26,671	518,615
New York	41,969	60,296	46,974	907,990
Boston	13,048	16,063	12,781	190,179
Philadelphia	15,004	15,694	16,089	184,684
Total	99,062	125,143	101,465	1,406,418

Cold storage movement (lbs.):

	In Mar. 11.	Out Mar. 11.	On hand Mar. 12.	Same week day last year.
Chicago	10,628	197,091	4,094,501	3,112,715
New York	248	65,888	4,245,795	4,561,622
Boston	17,955	78,353	2,724,335	2,906,688
Philadelphia	18,869	8,500	604,496	1,130,087
Total	47,791	349,832	11,669,147	11,906,102

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